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"A Safe Margin for Country Grain Shippers" in This Issue

THE AMERICAN ELEVATOR AND GRAIN TRADE

Established 1882. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879. Established 1882

PUBLISHED BY
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Vol. XXXVII.

431 S. Dearborn St., Chicago, Ill., August 15, 1918.

NO. 2

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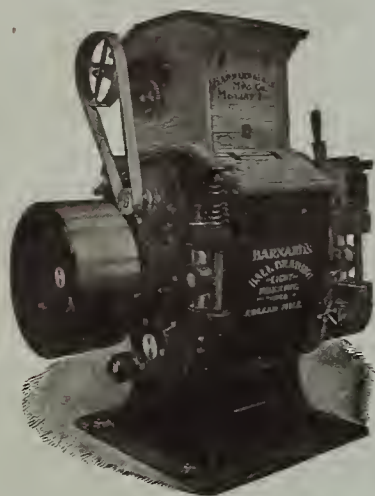
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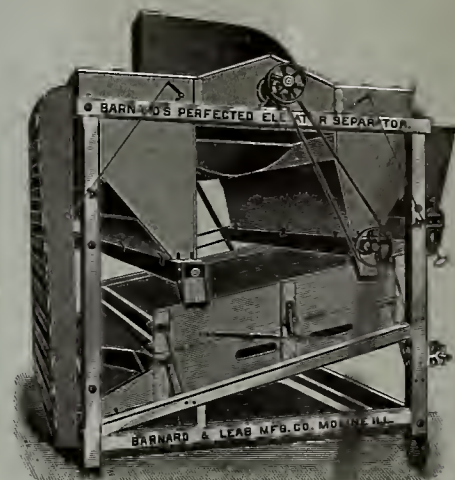
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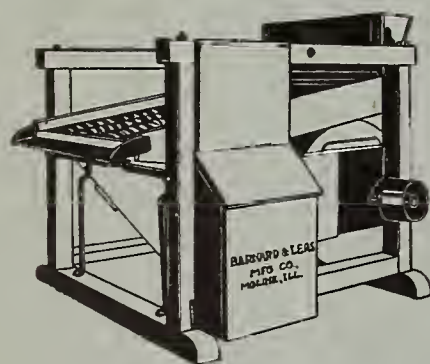
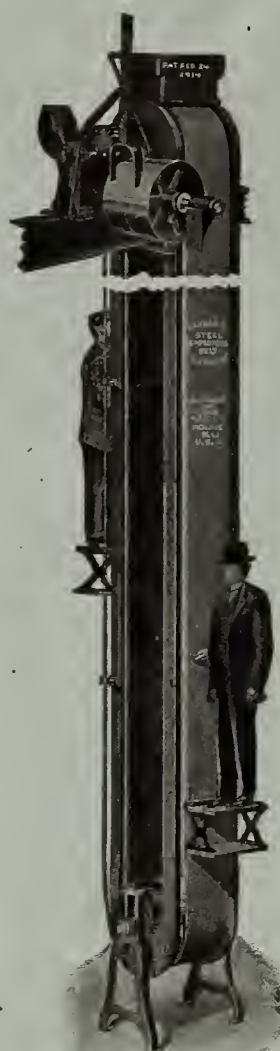


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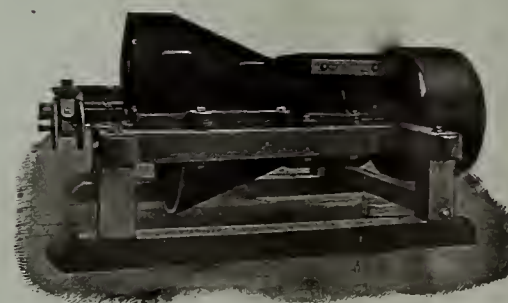


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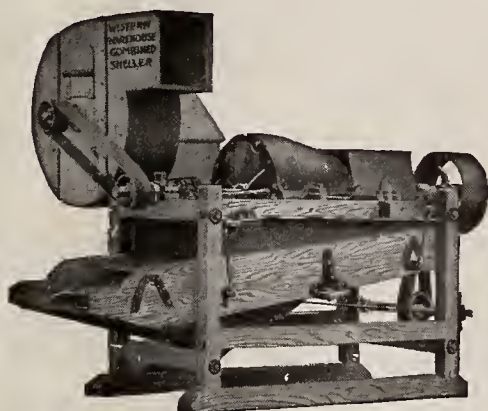
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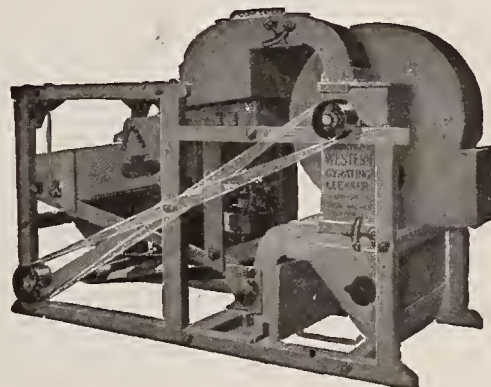
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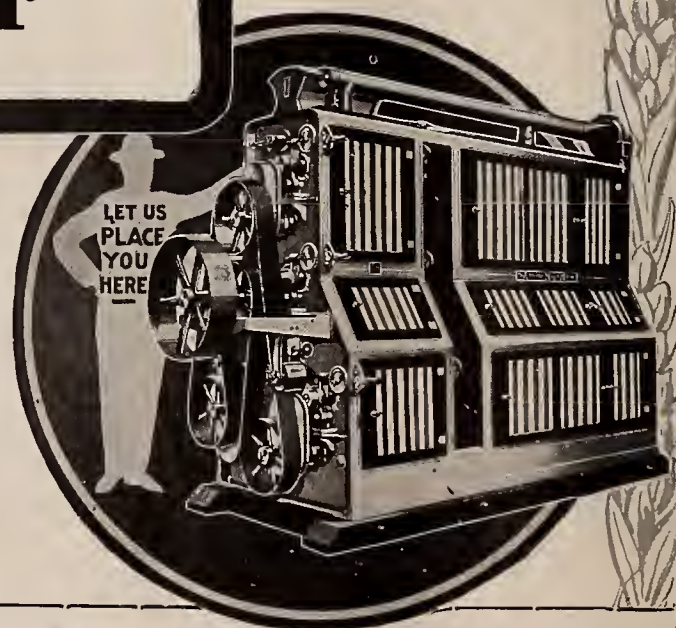
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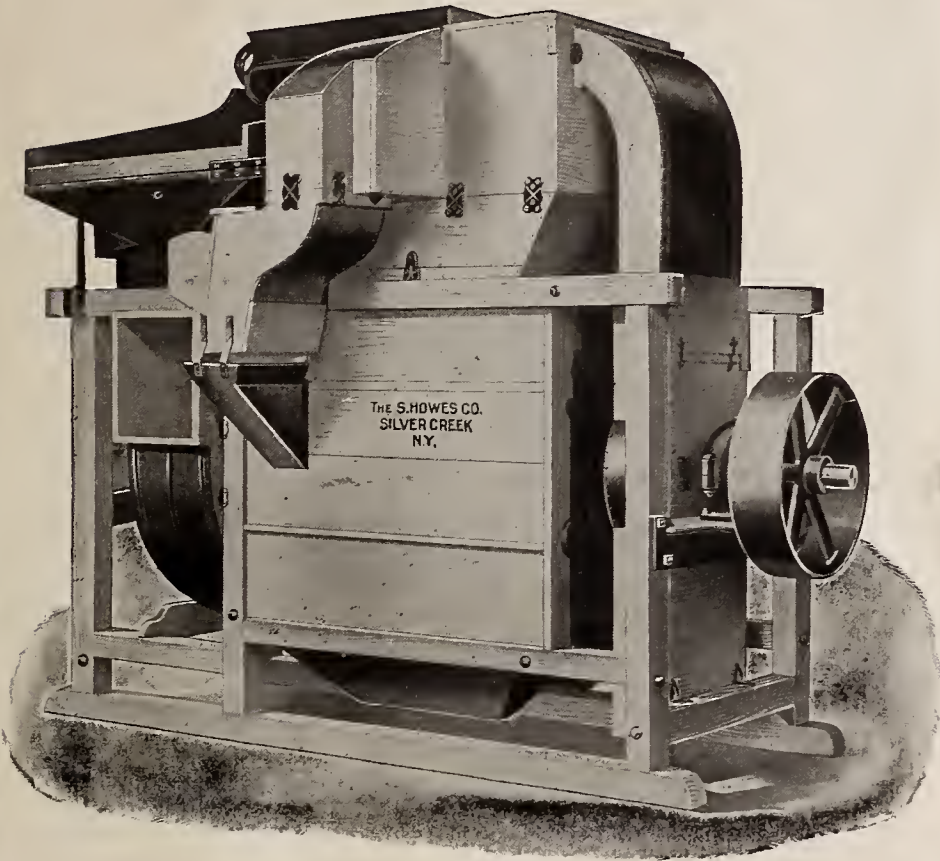
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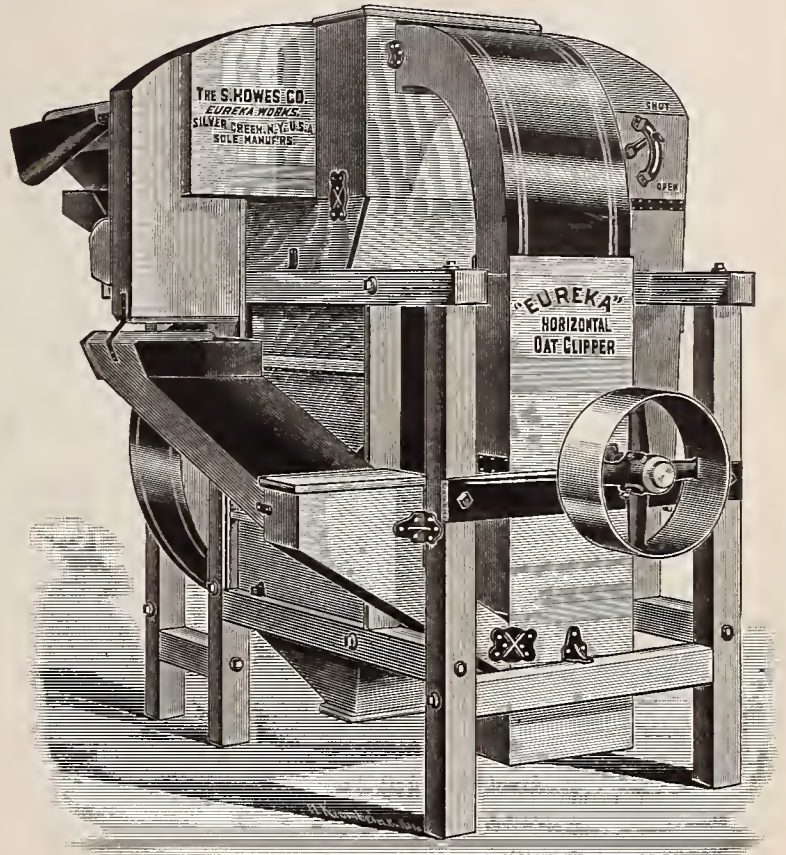
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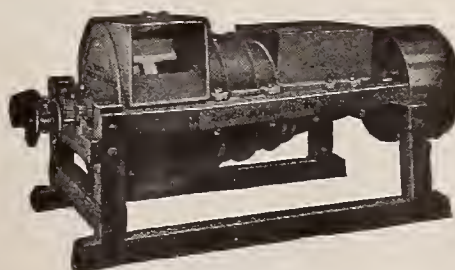
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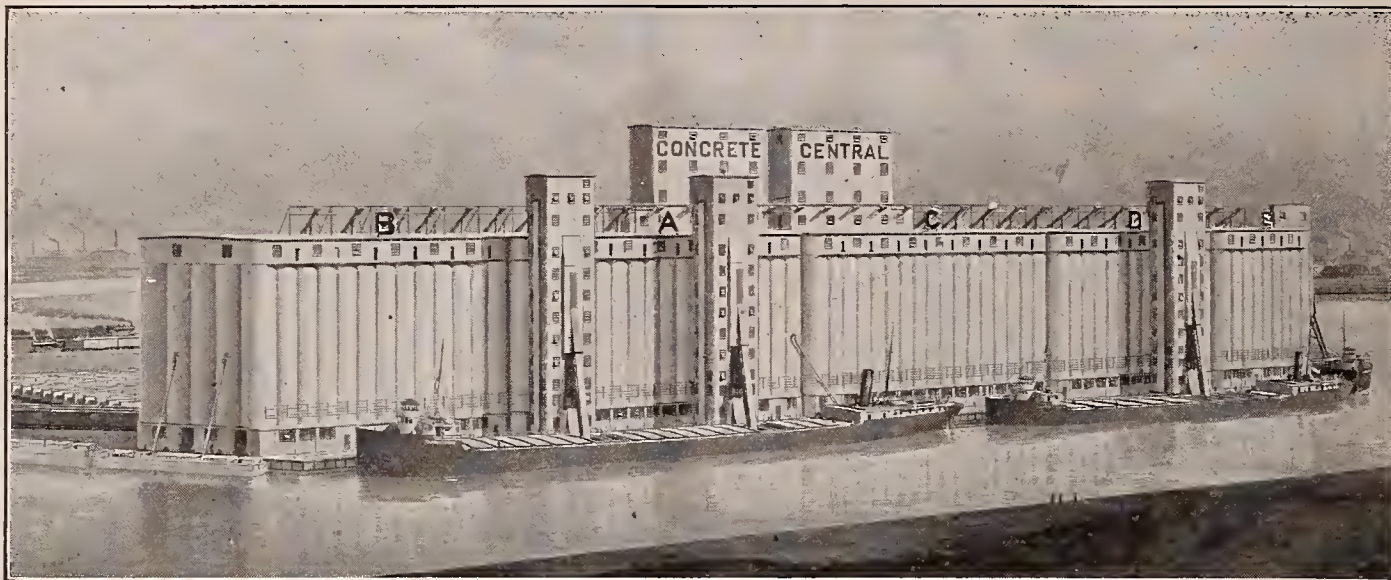


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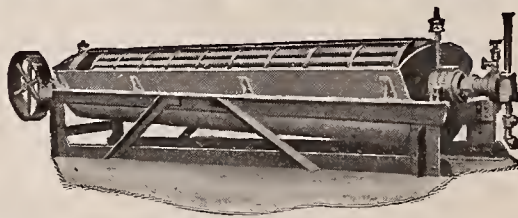
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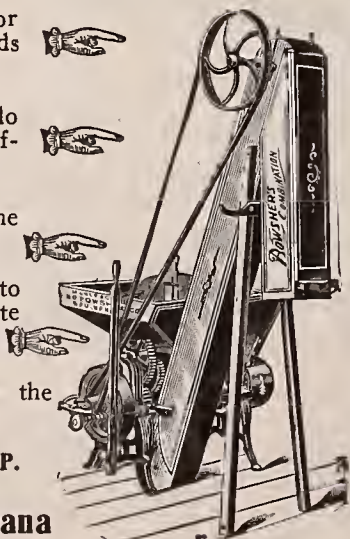
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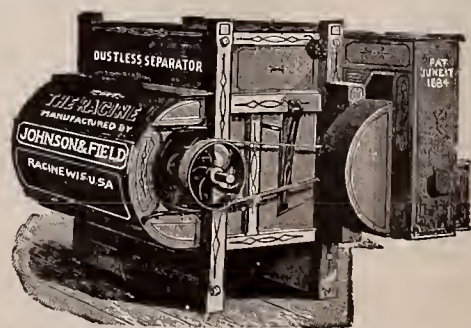
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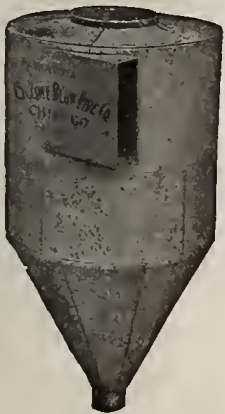
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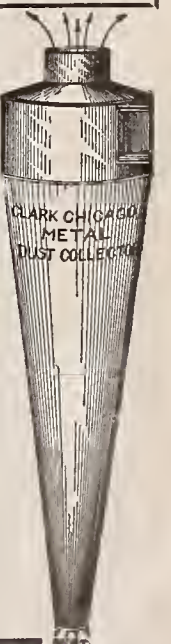
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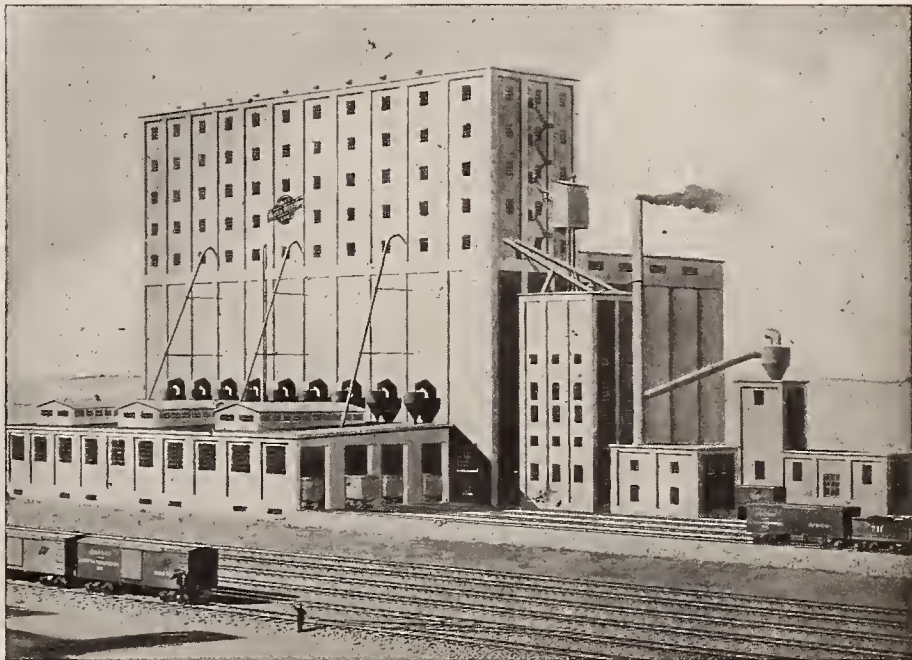
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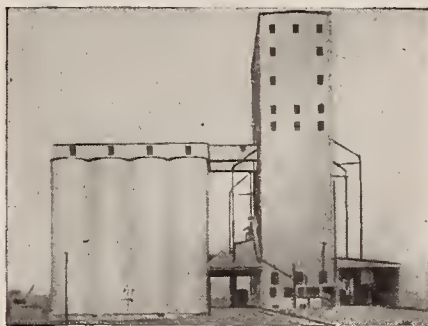
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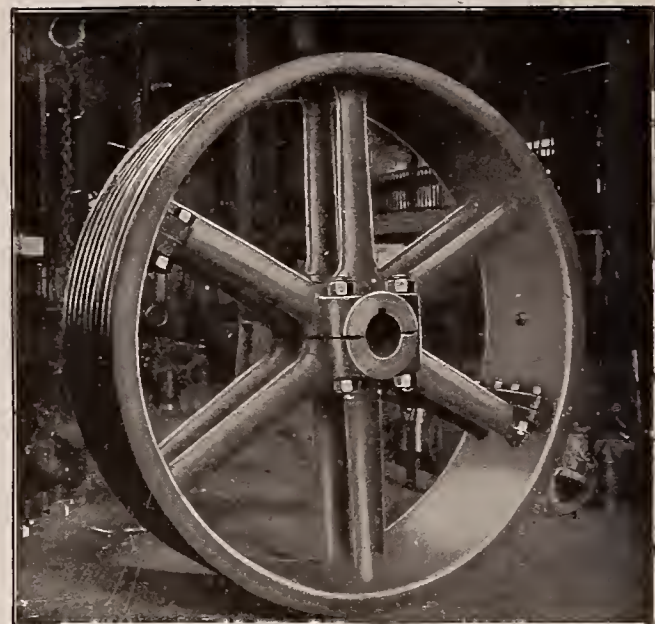
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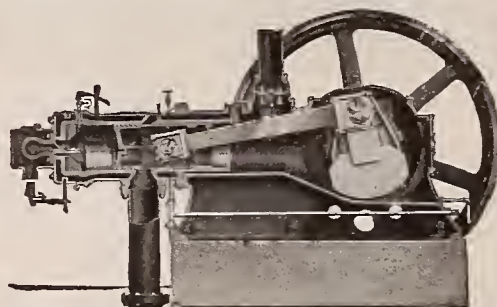
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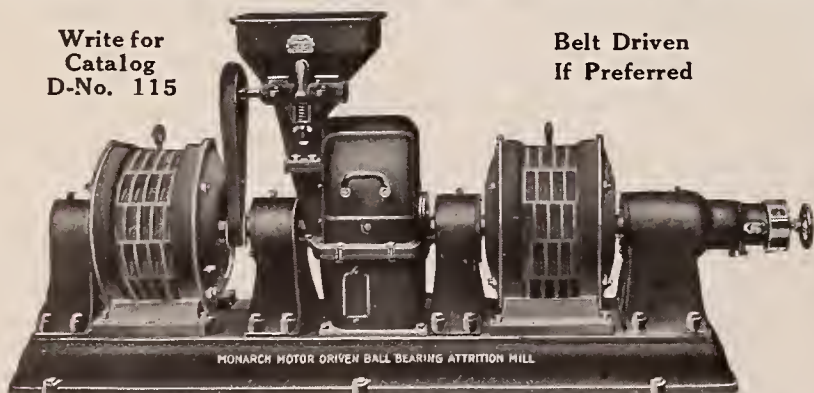
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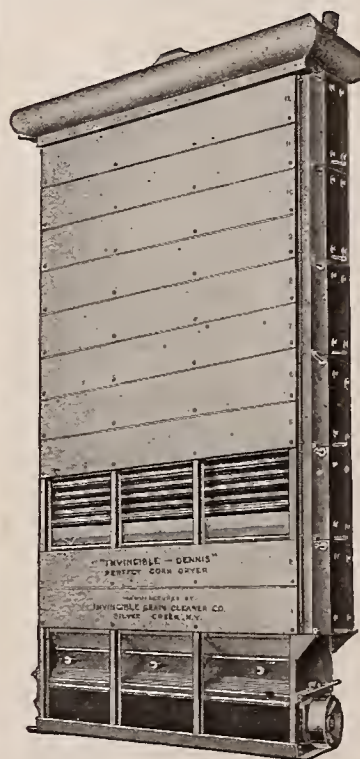
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Send along your consignments. Send samples and wire us collect for bids.

Last, but not least, read the weekly "Rosenbaum Review." It reflects the best thought of mature writers on grain and financial topics—\$5.00 the year.

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Tropical Elastikote

Elevator men the country over are the most enthusiastic believers in the high quality and superior durability of Tropical products. Exposed continuously to the terrific punishment administered by the wind, sun and rains of summer and the wild storms of winter, elevator exteriors of necessity must be provided with a covering of superbly enduring qualities. Tropical Elastikote has proven supremely efficient on elevator exteriors from coast to coast. Supplied in sixteen different shades.

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SEDALIA, MO. June 29, 1918.

Member
Missouri Grain Dealers Association.

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The barrel and one half of Elastikote which we bought from you proved the most satisfactory paint that we have ever used and we have been in business at Sedalia for 38 years and have been buying paint ever since we went in business. We thank you for interesting us in this excellent paint.

Respectfully yours,

ACH/HA SEDALIA MILLING COMPANY.

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is another Tropical product which we recommend for elevator interiors. As a fire retardant it is especially fine. Dries hard and is thoroughly non-absorbent.



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Gentlemen:
Send us complete details about:

(1) TROPICAL Elastikote. Surface to be covered _____ sq. ft.

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We are always in the market for Alfalfa, Timothy, Red Clover, White Clover, Sweet Clover and Alsike. Send us your samples; we shall be glad to make you bids.

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We sell all varieties of Grass and Field Seeds, Poultry and Stock Feeds, Popping Corn.

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A more recent phase of "Dickinson Service" to dealers and farmers is the FREE distribution of NOD-O-GEN, legume inoculating bacteria, with ACE, PINE TREE and GLOBE brands of Alfalfa Seed, and with PINE TREE brand Cow Pea and Soy Bean Seed.

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Do you receive our weekly market cards? Ask for them.

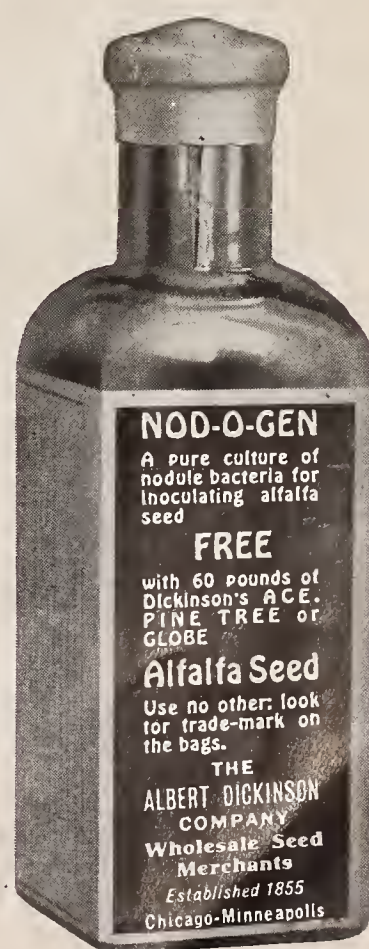
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The hay receipts in the Cincinnati market during the last six months have increased over 100% due to the adoption and operation of the new

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a method of inspecting each and every car handled in this market

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GWYNNE BUILDING
New Home of the Cincinnati Grain & Hay Exchange.

The plugging method of car inspection makes it possible to sell hay on its merits, or feeding value, and is the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

It is Cincinnati's endeavor to serve the trade to its entire satisfaction, always, and to this end the Grain and Hay Exchange leased four tracks on Front Street from the L. & N. R. R. at a high annual rental, for the purpose of plugging and inspecting each and every car of hay handled in Cincinnati. These tracks will accommodate over 100 cars.

This improved method of car inspection assures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay received and shipped at this market. When the car is sold no appeal for re-inspection is permitted.

Cincinnati is the logical gateway to the South and East, which, together with the splendid local demand, makes it a most profitable market for shippers and buyers of hay.

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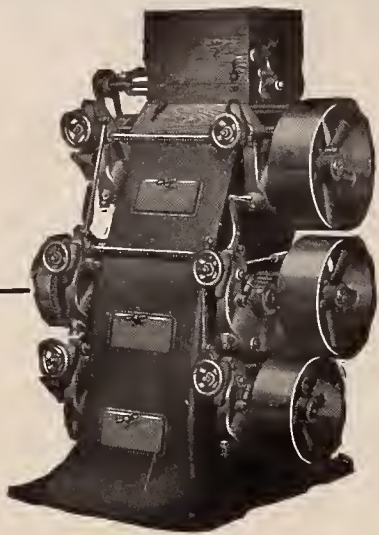
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For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

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See book on Mills, No. 1290 for details.
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Modern
Mill

Nordyke & Marmon Co.

"Food Will Win the War"
INDIANAPOLIS, IND.

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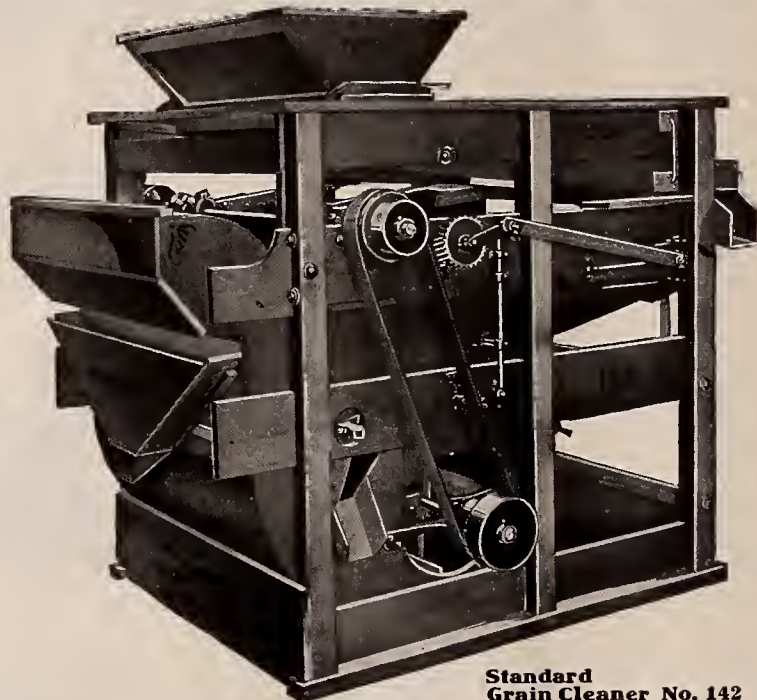
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THIS No. 142 Standard Grain Cleaner is especially valuable as a small receiving separator, requires little power, is easy to install, is a moderate-priced machine, will make your wheat grade equal to any, and better than many, and is an example of war-time economy. It contains valuable improvements, fully protected by patents, and should form part of the equipment of every grain elevator.



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Over 50 Emerson Wheat Testers, or Emerson Kickers, as the Government officials call them, are found in the different laboratories and inspection departments of the U. S. Grain Standardization Department. They are being recommended to the milling and grain trade by the Government officials as the most satisfactory device or machine for determining the actual amount of dockage in each sample of wheat.

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The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment of milling and elevator companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.



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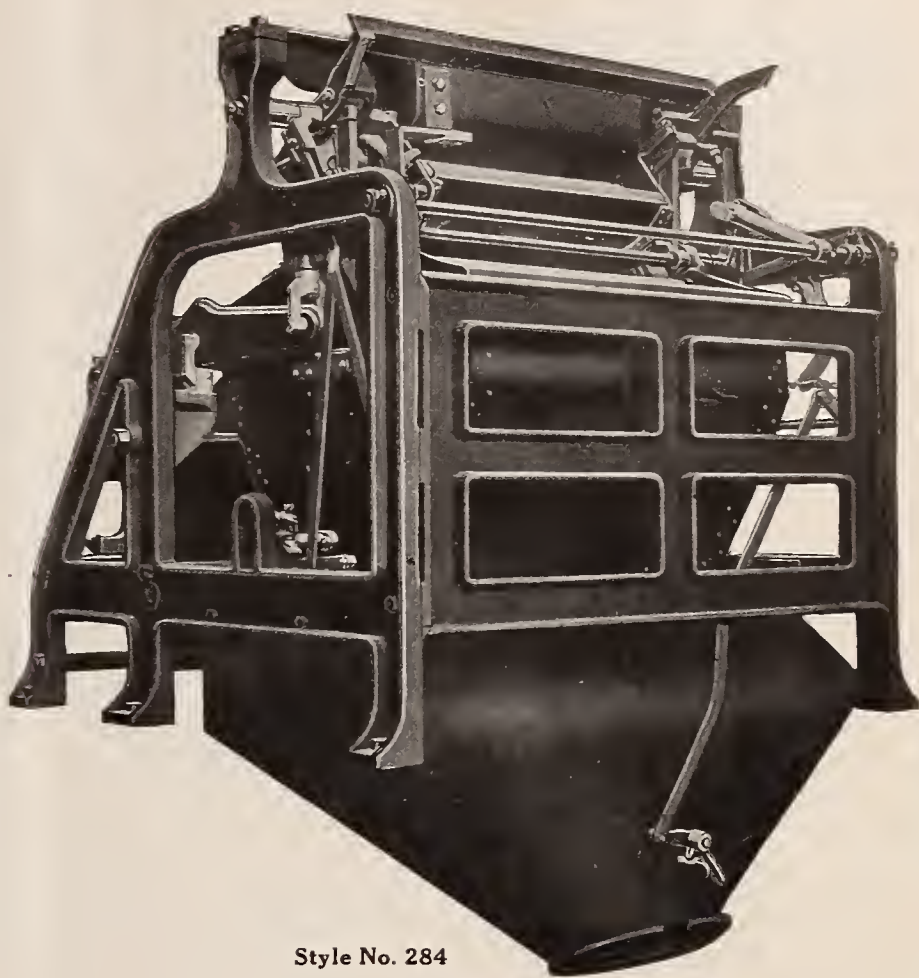
THE REGULATIONS

of the U. S. Food Administration makes imperative an accurate Weight of all grain going in and out of elevators, and the lately passed Net Weight Law requires all commodities in interstate commerce to be marked with the exact net weight.

Automatic Grain Scales

are built in various sizes and equipped with a register which records every weighing. They are adapted to the work required, and the capacity varies according to size of bucket. The best results and highest efficiency are accomplished by the simplest means. U. S. Standard Weights used.

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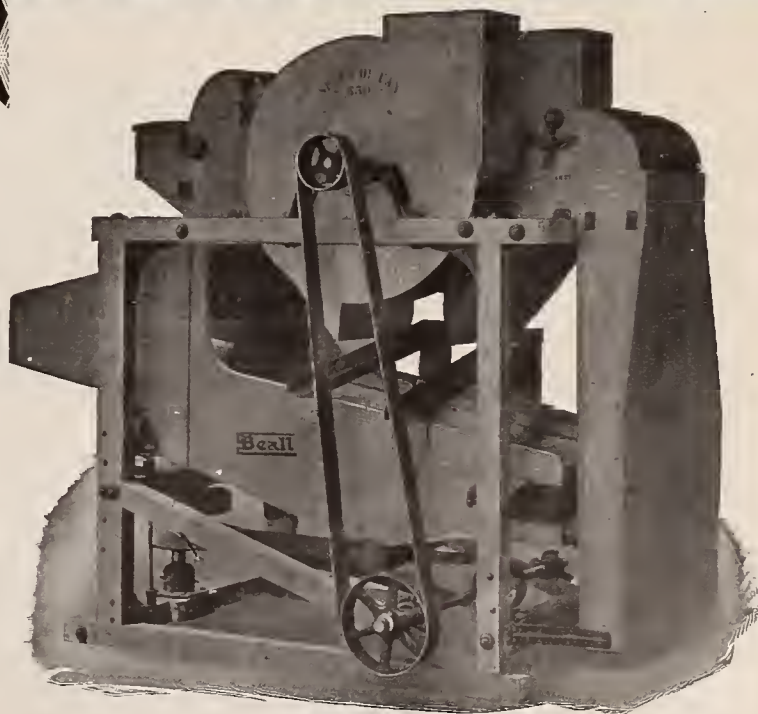
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Newark, N. J.

NEVER before has the utility of a good grain cleaner been brought home to elevator operators so forcibly as during the past year. Conditions brought about by war regulations have made a good cleaner a necessity in running your plant economically.

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Built in ten sizes

Warehouse and Elevator Separators

through many years of continuous and successful performance have demonstrated their superiority over other machines, and you will find it greatly to your advantage to investigate.

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The German Idea

SHALL this war make Germany's word the highest law in the world?

Read what she expects. Here are the words of her own spokesmen.

Then ask yourself where Germany would have the United States stand after the war.

Shall we bow to Germany's wishes—assist German ambition?

No. The German idea must be so completely crushed that it will never again rear its venomous head.

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**George Creel, Chairman
The Secretary of State
The Secretary of War
The Secretary of the
Navy.**

This space contributed for the Winning of the War by
American Elevator and Grain Trade

"The German race is called to bind the earth under its control, to exploit the natural resources and the physical powers of man, to use the passive races in subordinate capacity for the development of Kultur."—*Ludwig Woltman, Politische Anthropologie, 1903.*

"Our German Fatherland (to) which I hope it will be granted, through the harmonious co-operation of princes and peoples, of its armies and its citizens, to become in the future as closely united, as powerful and as authoritative as once the Roman world-empire was." — *Kaiser's speech, Imperial Limes Museum, Saalburg, October 11, 1900.*

“Germany’s greatness makes it impossible for her to do without the ocean, but the ocean also proves that even in the distance, *and on its farther side*, without Germany and the German Emperor no great decision dare henceforth be taken.”—*Kaiser’s speech, Kiel, July 3rd, 1900.*

"If ever the course of world history hastened to bestow upon an undertaking what I might call the historical seal of approval, then this was the case when, directly after the voting of the naval budget, first the Spanish-American war, then the disturbance in Samoa, and then the war in South Africa put our oversea interests at such different points in serious embarrassment, and fate proved it all before our eyes. You will understand, gentlemen, that in my official and responsible position, I cannot say much and that I cannot dot all my i's. You will all understand me if I say that fate showed us at more than one point on this globe how urgently necessary was the increase of our navy which took place two years ago, and how wise and patriotic it was of this high assembly to assent to the Government bill of that time (1898)." — *Von Bülow in the Reichstag, 1898.*

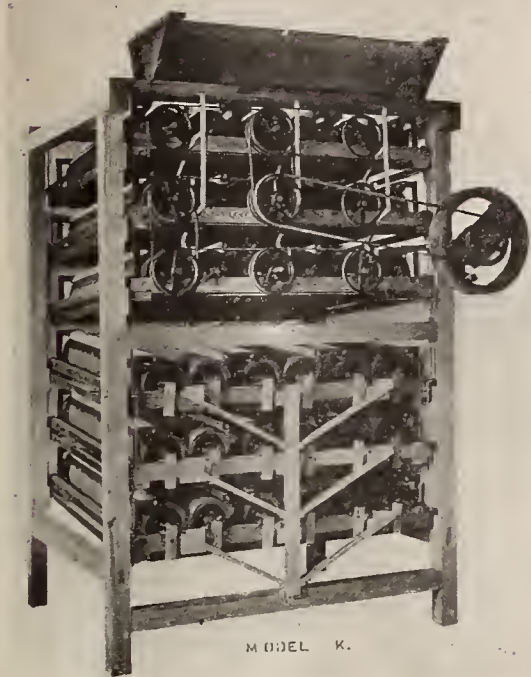
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After eight years of experience and close attention in our own seed cleaning house and other seed cleaning houses in separating Buckhorn and Rape from Clover Seed and Alfalfa we have developed and are now manufacturing

The Improved KING

Buckhorn Machine
which we declare Perfectly Practical and Practically Perfect in its work. The shortening of the reels to four feet has increased its cleaning efficiency 100 per cent and reduces the floor space requirement so essential in any work house.

The small horsepower necessary due to the center drive feature, the individual feed arrangement, the seed delivery to one central spout, the principal of cleaning, the simplicity in construction, minimum wear and the capacity and quality of the work governed by the incline of the rails makes the machine a necessity in every plant where seed cleaning is done.



Write today for a "King" booklet describing fully the merits of this machine. Do it now.

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Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

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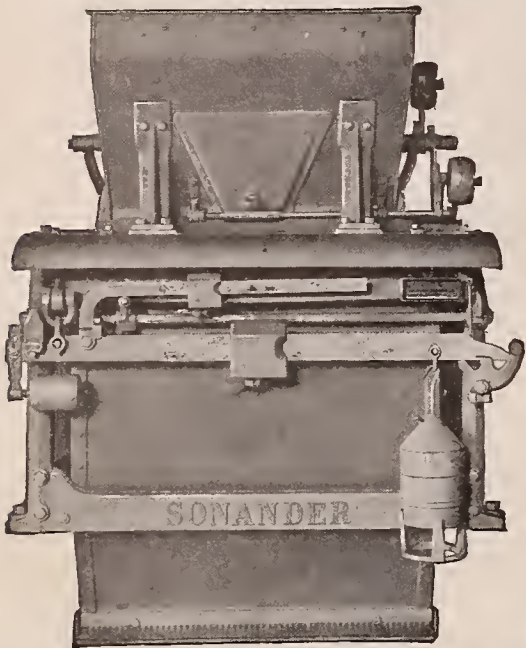
Bowsher's Speed or Motion INDICATOR is indispensable in obtaining a uniform speed of machinery. It is one of the most profitable little devices ever put in a mill. Will pay for itself in 30 days. Dial 12 inches in diameter. Weight 10 pounds.
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is invaluable to operatives in every industry where dust is troublesome, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.10. Canada \$1.25. post paid. Circulars free.

Gibbs Respirator Co.
"A" 124 East Ave.
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Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

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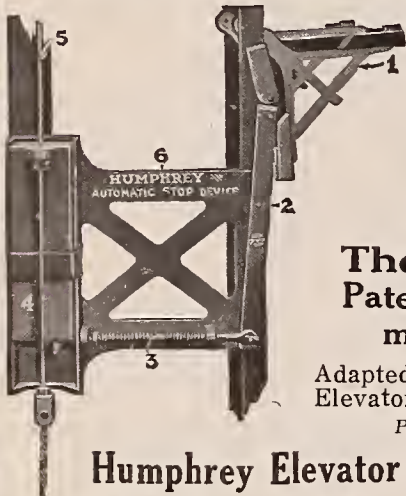
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PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION
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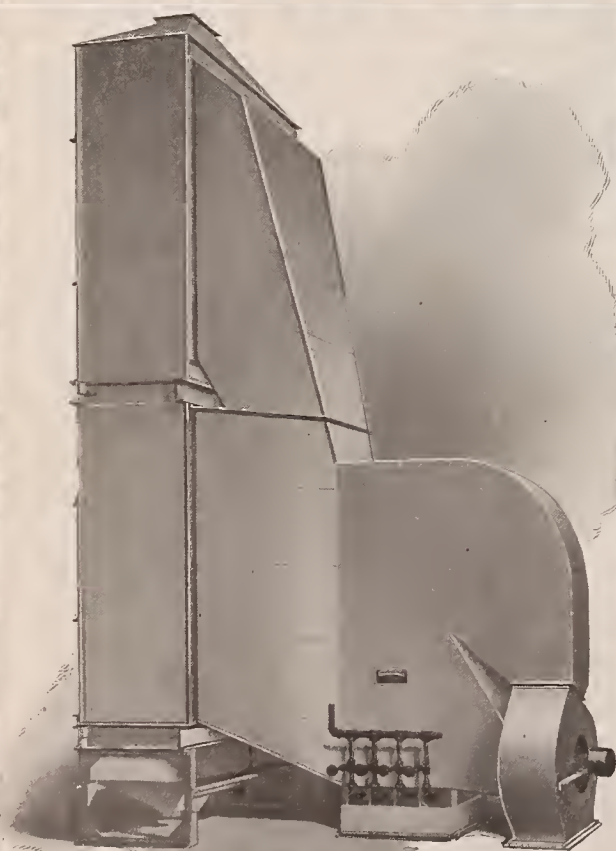
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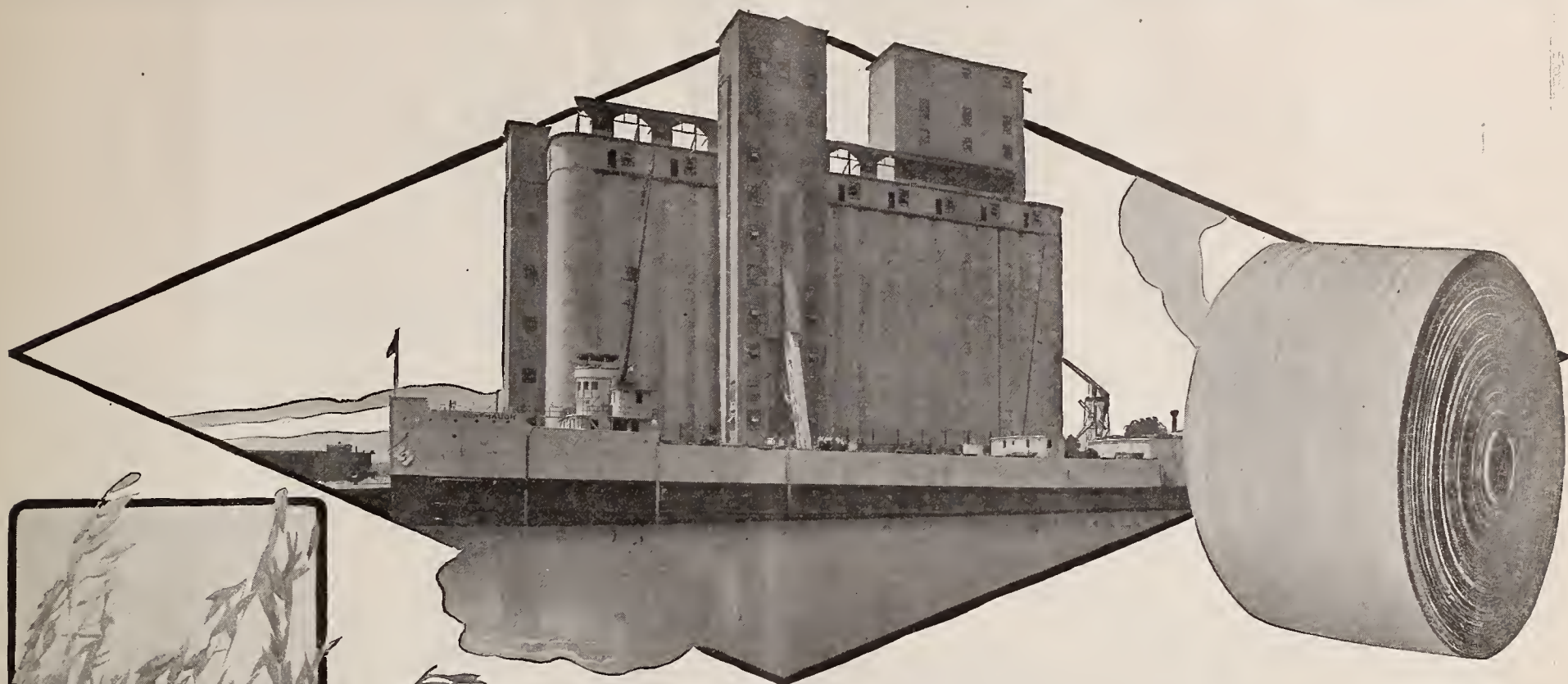
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WHEREVER grain is handled—in small country stations or huge terminals—everywhere they have been tried—Diamond Belts have gained the confidence of operators.

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“During the past ten years we have bought Diamond Elevator and Conveyor Belts and the service has warranted placing our order with you again this season. For our country stations as well as heavy duty drives, Diamonds Belts are proving satisfactory.”

We shall be glad to tell you the names of experienced Diamond users and more about Diamond service.

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Factories: AKRON, OHIO

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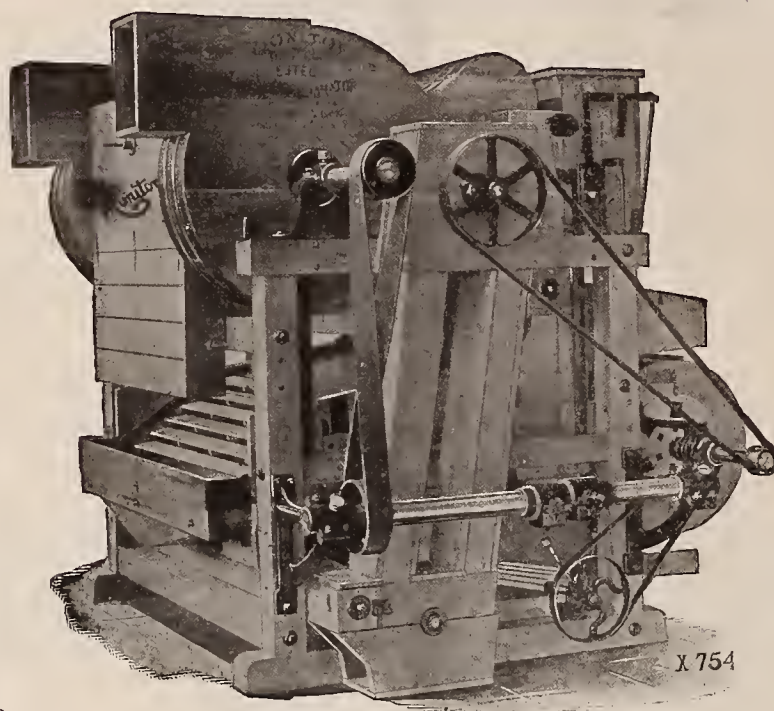
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Monitor Northwestern Separator

FOR TAKING OATS OUT OF WHEAT



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Not only is the best machine for
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is a first class machine for all
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A monthly journal
devoted to the elevator
and grain interests.

Official paper of the
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Association and of the
Illinois Grain Dealers'
Association.

Established in 1882.



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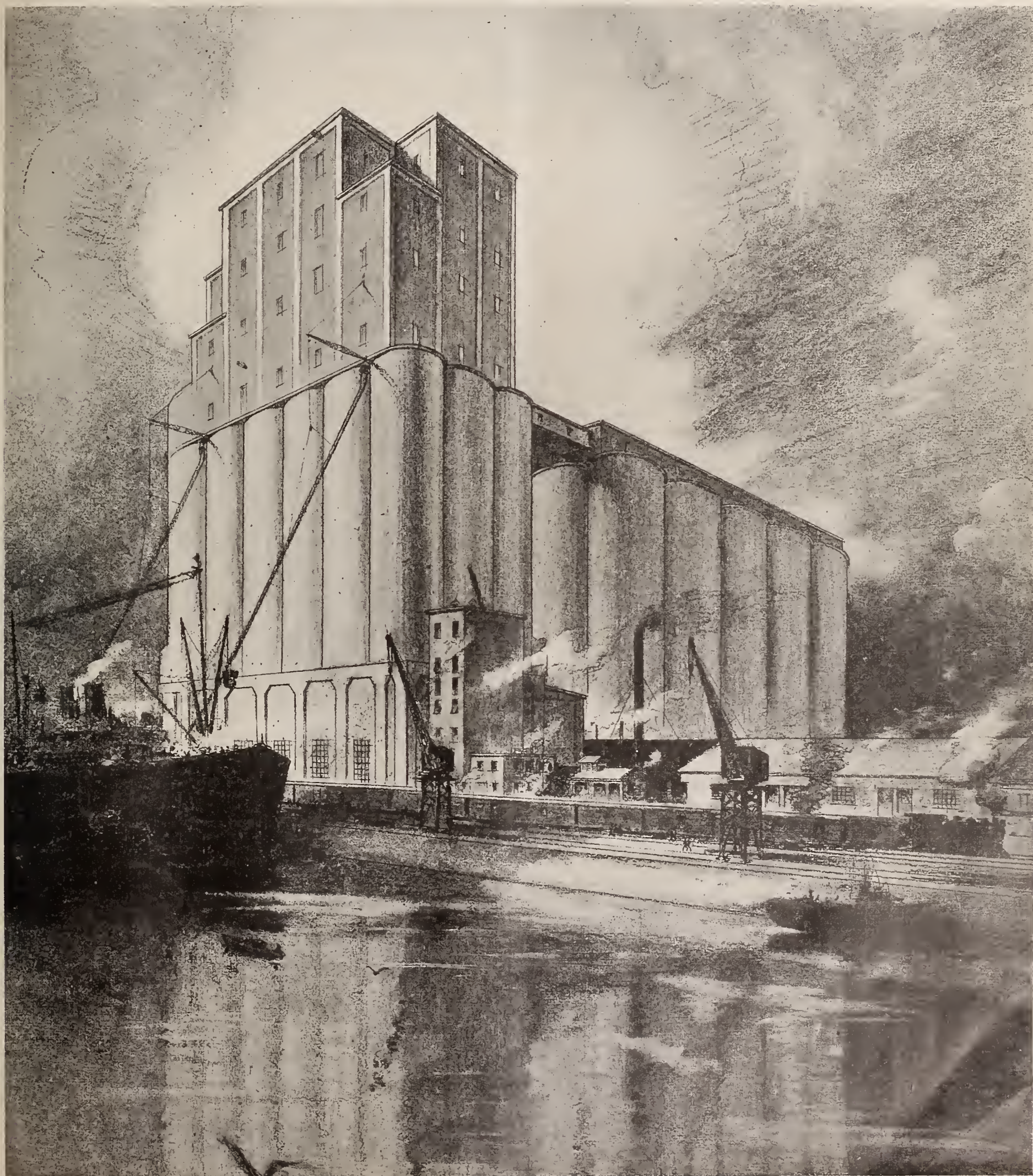
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Established in 1882.

VOL. XXXVII

CHICAGO, ILLINOIS, AUGUST 15, 1918.

NO. 2



NEW TERMINAL ELEVATOR AT BUENOS AIRES, ARGENTINA, FOR THE BUENOS AIRES ELEVATOR COMPANY
John S. Metcalf Company, Ltd., Chicago and Montreal, Engineers and Constructors.

New Terminal Elevator at Buenos Aires

A TRAVELER last year, or rather we should say a business man from the United States, in Buenos Aires, Argentina, having wound up his affairs, desired to return home. He found there were no sailings from that port to the United States for 30 days. Rather than remain in the Argentina capital he went by rail across the continent to Valparaiso, Chile, where he booked his passage to New Orleans via the Panama Canal. It was an interesting trip, made necessary by the diverting of Uncle Sam's fleet for war purposes, but has nothing to do with this story.

After the war a larger merchant marine than ever will be engaged in the carrying trade of our goods to South America and returning with products of that country's growth or make. It is conceded that in the future, Argentina will send to the United States ever increasing quantities of corn and flax seed. Wheat may be expected under unusual conditions such as prevailed in 1916 or when there is a serious shortage in this country due to drought or other causes.

With the bridge shortened between the two Western continents by an adequate merchant marine it may be expected also, more and more that the Southern hemisphere will adopt our methods of grain handling and forwarding. One of the first real steps in that direction has been made by the Buenos Aires Elevator Company of Buenos Aires, Argentina, who have let the contract to the John S. Metcalf Company, engineers, and constructors of Chicago, Ill., and Montreal, Quebec, for the terminal elevator shown in the illustration on the preceding page.

While it is true there are what might be termed semi-modern elevators at Bahia Blanca and Buenos Aires yet they are of small handling capacity, largely for sacked grain while the new elevator is for handling bulk grain only, and is a comprehensive type of the best practices of the United States in modern economical bulk grain cleaning and handling.

The elevator plant will consist of a working house, receiving track shed, storage house, bleaching plant, drier house and boiler house. The track shed will be immediately east of the working house and will contain two tracks. There will be four track hoppers to each track with gratings arranged so that grain can be unloaded from each side of the cars. Practically all the grain will come in sacks which will be opened, emptied, and returned to the shipper instead of being sent out of the country as is the present practice. All of the structures will be of fireproof construction.

The 36-inch belt conveyors will run under the track hoppers the entire length of the track shed turning onto short conveyors discharging to the receiving legs in the working house. A double drum car-puller will be installed in the track shed so that the cars can be pulled on either track. Eight elevator legs will be installed in the working house as follows: Three for receiving and shipping and five for cleaning machines, drier and bleacher.

On the first floor of the working house will be installed four No. 10 Monitor Oat Clippers with direct connected motor drive, also one No. 11 Monitor Separator with belt motor drive.

On the bin floor of the working house will be installed four No. 972 Northwestern Separators connected in two units, each unit with belted motor drive. These will be supplied by grain from two garners above. One No. 8A Monitor Flax Separator will be installed on the distributing floor and supplied from a garner above. One No. 9A Monitor Screening Separator will be installed on the distributing floor and supplied from a garner above. In the scale story will be installed three Fairbanks Hopper Scales each having capacity of 1,600 bushels. Over each scale in the garner story, will be built a garner having a capacity of 2,000 bushels. A passenger elevator will be installed running from the first floor to the scale floor.

Under the storage bin will be installed two 42-inch belt conveyors which will discharge directly to the shipping legs in the working house. Over

the storage bins will be installed two 36-inch belt conveyors with trippers; each belt to be tributary to two Fairbanks Scales in the working house and to discharge to each bin in the storage house.

On the west side of the working house will be installed two dock spouts which will discharge to boats in Dock No. 1. At the north end of the working house will be installed a sack elevator which will raise sacks high enough to be discharged by a chute over the tracks in front of the elevator to boats in Dock No. 1.

The foundation of the working house and storage house will be of concrete resting on concrete piles. The entire superstructure of the storage

A Safe Margin for Country Shippers

Wheat Trade on New Basis—Higher Costs at All Points Makes Old Grain Handling Figures Dangerous

THE grain dealer who tries to handle wheat this year on the 1916 basis will find it impossible to make a profit. In fact he will be subjected to serious losses unless he takes fully into consideration the new elements which have entered the equation with the fixation of terminal prices, the standardization of grades, the raise in freight rates and war tax, higher commissions, greater handling expense, dockage, etc.

Speaking before the Tri-State Shippers' Association, C. A. Magnuson, of Minneapolis, made the statement that 9 cents was the minimum margin which country shippers would find it safe to operate this year. With the idea of finding out how closely that compared with the views of shippers in other territory we addressed letters to representative shippers in several states and their replies show a very general agreement with Mr. Magnuson. These letters from shippers, follow:

FROM J. H. McCUNE, IPAVA, ILL.

In reply to your letter in regard to the margin that is necessary for buying wheat at country stations in Illinois in order to make a fair return on the business investment it is my opinion that from 8 to 9 cents is about right according to conditions. This does not include commission.

There are many factors entering into the problem which make the solution difficult. For instance with an arbitrary difference in price of 4 cents between 57 and 58-pound wheat it is evident that receiving a lower grade than expected would make a vital difference. On the other hand the necessity and expense of hedging is removed by the guaranteed price. These are new factors which were not in effect when our previous costs were determined. There is a relation between the volume of business done and the handling expense also.

I believe that most of the shippers who have carefully studied the matter would say that the figures which I have given above are quite conservative, but it is my opinion that they are sufficient for ordinary cases if the wheat is carefully bought.

FROM U. J. SINCLAIR, ASHLAND, ILL.

Enclosed find clipping from our local paper of this week's issue. This article was first published in the *Springfield Register* of Springfield, Ill., by the County Food Administrator of Sangamon County, and our paper here copied it. These are very close to my figures and I really believe that the items of loss in weight and handling expenses are too low.

The loss in weight should be fully 1 1-2 per cent instead of 1 per cent and the handling expense from 2 1-2 to 3 cents per bushel.

I agree with you that this is a matter which should be given careful attention by the country trade generally. Many dealers have not taken the trouble to figure what it costs to handle wheat under the present conditions and are following their old method of buying wheat.

Our pre-war basis for buying wheat was that we paid the farmer 10 cents under Chicago prices but we would lose money now on this basis on account of the increased freight rates, commission at terminal markets, insurance rates, higher labor, interest, etc.

[CLIPPING FROM THE *Ashland Sentinel*]

Through the office of the county food administrator comes some interesting information which the farmers have in many instances been seeking, regarding the apparent difference of 23 cents between the price the government pays per bushel for wheat and that which the farmer receives from the elevator men.

The explanation is concise, showing in detail where in the expense comes and "where the 23 cents goes," which is the question so often asked by the farmer. The figures given below are the result of careful investigation and are in many cases decidedly the minimum account as in the instance of "difference in grade" listed at .0150 per bushel, which in several specific ex-

amples has amounted to nearer 10 than 1 cent. The figures compiled are:

Freight 11 1-2 cents per 10 pounds, .0690; commission at Chicago, 1 per cent, .0223; loss in weight in elevators and cars, .0223; handling expense, labor, power, insurance, etc., .0200; difference in grade, .0150; dockage, 1 per cent, .0223; interest on drafts, weighing, inspection, war tax, .0100; profit for country elevators, .0500; total, .2309.

Most of the figures are self-explanatory and appear fair enough to all persons concerned. The price of \$2.26 paid at terminal market for wheat applies to No. 1 Northern, the wheat raised largely in the two Dakotas, Wisconsin and Minnesota. The only price with which the farmers of central Illinois are concerned is \$2.23, which is paid for No. 2 red and No. 2 hard, the kind of wheat raised in this locality.

FROM T. J. HUBBARD, MT. PLEASANT, MICH.

We handled in this state last year, at most points, our wheat on the basis of 5 cents per bushel gross margin between price paid the farmer and price at which the wheat was salable, providing it had been bought properly, measure test bushel and moisture test considered, and I have felt for some time that the basis on which we have been working was too low.

As near as I can figure in the business of Chatterton & Son, with which I am connected and which firm operates about 15 elevators, the present cost of handling grain in Michigan, including elevation, insurance and storage during the winter months when cars are scarce, runs from 4 to 4 1-2 cents per bushel; therefore, we should have at least 8 cents per bushel gross margin, I figure, for handling the new Michigan crop. I agree with you in your remarks that in a good many sections, the small elevator operator in his anxiety to do a large business, does not stop to consider the prevailing cost of conducting business and is liable to handle his grains, especially wheat, on too small a margin of profit.

To a certain extent, local mills can oftentimes be blamed for the small margin of profit on which wheat is being handled, where they bid for the grain in competition with a local elevator. We, however, believe that these little differences will be eliminated on the coming crop and that with the local elevator giving the nearest mill first opportunity to buy what wheat he has before offering it elsewhere, will tend to hold paying prices at a basis which will permit of a living margin of profit not only to the mill operator, but also to the elevator man in that community.

For some years past, it has been the general practice of Michigan elevators to dispose of their wheat as fast as a car accumulated, as during the fall and winter months when beans are moving freely, and all available room is required, it has been to the elevator operators' interests, to dispose of all grains purchased as fast as possible so as to have all available space possible for beans which pay a larger margin of profit for the handling.

From what statistics I have gathered on the subject, I would say at this time that in Michigan we should have a gross margin of at least 8 cents per bushel, basing the price paid on the terminal market set price less freight from shipping point, allowing 8 cents per bushel gross for the elevator operator.

FROM J. S. HAZELRIGG, CAMBRIDGE CITY, IND.

Your favor to hand and fully noted, and I beg your pardon for not answering your letter sooner. I have been so busy in the wheat business that I have hardly had time to eat or sleep the last few days.

The question you have brought up in your letter in regard to how much a dealer should have for handling wheat is a very important question, and I think I made a report to our secretary, Mr. Riley, at our meeting last summer on this subject; and while I am not prepared at the moment to give you a detailed statement of expense of handling wheat, I think if my memory serves me right, my report to Mr. Riley was 6 2-10 cents per bushel, all of which includes salary for owner, labor hire, insurance, repairs and depreciation, and other minor expenses; so with the above expense per bushel at present prices of wheat the grain

shipper should have a gross amount of from 10 to 12 cents margin to ship on over and above the freight to make any money.

You will note from the above expense I have not taken into consideration shrinkage, leakage, or off-grades. If you so desire, some time in the future, when I have more time I will be pleased to give you a more detailed report on this subject. However, I do not see how any one can figure the cost of handling wheat on a cheaper basis than the above.

FROM J. A. FRANK, LaMOURE, N. D.

I would like to see a net margin or profit of between 4 and 5 cents per bushel. Whenever we have a margin above that farmers are inclined to want to ship their grain. My profit on wheat for this company the past three years has been between 2 and 3 cents per bushel.

I would like to see the price to be paid the farmer here at the shipping point, terminal price less freight, commission and a 7 cent elevator and profit charge. If we have open bidding on wheat this fall as it used to be, outside of the past season, we can work on a less margin.

FROM C. C. BUCK, IOWA FALLS, IOWA

In reply to your letter regarding proper elevator charges on wheat after allowing for freight and commissions, I do not handle any wheat at my station, but would think a charge of 9 cents per bushel for handling would be enough. I handle only corn and oats, as this territory is an exclusive one for these two cereals. I know we are not getting what margin we ought to have on either corn or oats, but it seems impossible to get more than 1 1-2 cents per bushel on account of competition. In my judgment the margin on oats should not be less than 3 cents and on corn 5 cents. It is going to be very hard for the country grain man to make any money with all the restrictions that has been put on the business, and it seems to me there is need for great caution in handling the present crop.

FROM C. M. EIKENBERRY, HAMILTON, OHIO

Yours asking my opinion on margin for handling wheat has been lying on my desk for some time. I have hesitated to answer this for publication owing to the peculiar conditions which surround the business in this section.

A dealer, in order to make a margin of profit, will have to secure a margin of from 7 1-2 to 8 1-2 cents, between the cost price and the price f. o. b. his track, if his drafts in the east are not cared for promptly, and unless he is very certain as to his grade. I am of the opinion that he will find that he will not make much money even at these figures.

I understand the Food Administration is figuring as to what this margin should be and will probably make an announcement some time in the near future.

HOW INDIANA MILLS FIGURE IT

Secretary Riley advises the Indiana Millers' Association as follows:

I presume all millers understand that the government through the Grain Corporation, has fixed a basis at which the corporation will buy wheat, hence anyone not satisfied to sell at such other prices as buyers generally are paying may avail themselves of the guaranteed price by shipping to the markets where the Grain Corporation agrees to receive it and then conform to the terms and conditions indicated by the Grain Corporation, which are such that the shipper must pay the freight war tax on same, the weighing, inspection and elevation, then deduct 1 per cent commission to the Grain Corporation. The price at New York is \$2.39 1-2 for No. 1; 3 cents less for No. 2 and 7 cents less for No. 3. The items mentioned including the commission to the Grain Corporation, amount to about 3 1-2 cents per bushel, so that from the price at New York there should be deducted 3 1-2 cents plus the freight from shipper's point to New York and from the price for No. 1 should be deducted the discount for the lower grades. Shippers that consign and sell through regular channels expect to pay the above charges plus such other items of expense as come by reason of such sales, and many are doing that because they can draw on their consignees as under normal conditions. While they cannot draw their money from the Grain Corporation until after the wheat is certified as in the storage designated by the corporation. We have reasons to think the gross margin, after deducting the freight and 3 1-2 cents per bushel turnover in New York cannot exceed 7 to 8 cents per bushel or the buyer will be subject to the charge of profiteering.

OHIO MILLERS SEE IT LIKE THIS

Secretary Frank H. Tanner, of the Ohio Millers' Association, figures it as follows:

What is a fair price to pay farmers for wheat? Here are some figures. Taking New York price for No. 1 wheat as set by Grain Corporation, \$2.39 1-2.

Deduct freight to New York at 23 cents per 100, 0.138; tax on freight, 3 per cent, 0.00414; government commission, 1 per cent, 0.02395; unloading and elevating, 0.01000; inspection, 0.00140; interest on draft, .01; 0.18749; net your track for No. 1 Red wheat, 2.20751; less for grade No. 2, .03; margin for handling, .06; net to farmer for No. 2 wheat, \$2.1151.

A short way to figure is to take New York price, less freight, and four cents terminal charges, for No. 1 price, then deduct 3 cents for No. 2, and 6 cents for handling at country point. This handling charge will not be deemed excessive as some think it should be 8 cents.

A Grain Elevator Tour in War Time

No. 9—Vicksburg, Memphis and the Bluff City Elevator

BY JAMES F. HOBART



SHORTLY after my visit to the New Basin Elevator, which was related in the last issue, I found a firing squad of fierce New Orleans 'skeeters lined up in Lafayette Park, their right flank resting on a band stand, directly opposite my abiding place, so I "forthwith and therewith scattered," as Mrs. Partington would say, for the Illinois Central Railroad station, and never stopped until I found myself in McComb, Miss., a hundred odd miles up the line.

A day's stop there to visit the railroad shops, then on to Jackson, a two-minute change of cars and Vicksburg was reached just in time for a noon-time "snack" at a lunch room directly opposite the railroad station, said hashery being kept by a very original colored woman who handed out the "eats" in well cooked condition.

I didn't visit any elevators at Vicksburg, but did get to the wholesale store of a large grain dealer. However, as everything, in the fine new building was done by "mule and nigger power," I was not much interested and left for Greenville, Miss., after a week of visiting the large railroad shops, the National Park and Cemetery and tracing many of the earthworks along the clay hills where the Rebs and Yanks had it out in the Civil War.

There is one peculiarity of Vicksburg—I like the little city and want to go there again some time—but in Duluth, and some other places, when you go anywhere, it is "up-hill both ways," going and coming, and in Vicksburg it is sure different. Go where you will, it is downhill going, but, oh, the uphill work one has to do to get back again! Clay hills 200 to 250 feet high, with the fine little city perched on top of them. And Vicksburg surely is a fine

place in the spring. No 'skeeters while I was there, though I wouldn't swear but there might be a few carloads of them later in the season.

Once upon a time, the Mississippi River used to flow past Vicksburg, but the river doesn't do so any more. It has wandered away and now approaches no nearer than a mile or a mile and a half to the city of Vicksburg, which is now located on the Yazoo River, instead of on the Mississippi. Old "Mississippi" is a great wanderer. There is a place a couple of miles below the city where a little dynamite ditch-digging would shorten the Mississippi about 12 miles by the blasting of a half a mile of ditch for a starter, and the river current would do the rest!

There's a free ferry at Vicksburg, where a good bit of "grain extract" finds its way into the "bone-dry" state of Mississippi. An island, between the Yazoo and the Mississippi has been declared by the courts to be Louisiana State territory, and on that island flourishes a "grain extract" emporium to which thousands of thirsty Vicksburgers make frequent pilgrimages, probably for the purpose of washing from their throats, the yellow clay upon which their fine little city is erected.

But there was something queer about that ferry. The passengers went over all right, but lots of them seemed to get very "sea-sick" (?) during—or before, the short half-mile journey back to Vicksburg!

From Vicksburg I went to Greenville, where a big permanent sign, above the street at the railway station—almost like the "Welcome—Good Bye" sign at Denver, Colo., informs the passenger as he leaves the railway station, that he is at "GREENVILLE, THE QUEEN CITY OF THE DELTA LANDS." I went there and stayed a week, just to see the lands which are said to be the richest farming lands in the United States, and I "reckon" they are, too.

Greenville is right in the midst of the famous "buckshot" soil, the richness of which has the Nile soil of Egypt "skinned a mile" and cannot be beat, even in Boise, Idaho, where I have seen ordinary dandelions growing beside the irrigating ditch—at the base ball field, to be more exact,—and one leaf of that "dandy" which I rolled up and sent East by mail, was over 4 feet long and 4 inches wide!

An excavation made in the soil, right in the midst of the city of Boise, for the foundations of a building, showed the arable soil to be more than 45 feet deep! Just disintegrated lava rock, brought down from the snow covered hills during ages and ages of time. But the "buckshot" soil in the "Delta Lands" of Mississippi has been worked for 75 to 100 years, without one bit of fertilizer being used, and it is hard to see that the plant productive power of the soil has diminished in the least!

Indeed, there is a story which is told in the Delta Lands with a deal of gusto, to the effect that one man sent a sample of Delta soil to the chemist of an agricultural college for analysis. Soon afterward, the chemist met the man who had sent in the sample of Delta soil and said to the man: "Say! What kind of fertilizer was that which you sent to me the other day?"

I had to stop over one day in Dunleith, Miss., where I visited a 3,400-acre plantation of which 3,300 acres were under cultivation, including 500 acres of alfalfa. A large portion of the crop from this tract of land was sent to Greenville and there converted into "Alfalfa Meal," which is becoming quite a staple in some parts of the country where "sweet feed" is made.

But that 500 acres of alfalfa is some job to take care of. They start the battery of mule-drawn mowing machines the first of May, or sooner if they are short of forage, and those machines never stop until after the frost comes in late autumn. The land is cut over, an average of five times. Some is cut four times, some six times, the product is cured and baled right in the field and is sent to customers or to the mill direct to be ground into meal.

Finally, arriving at Memphis, Tenn., on a beau-



iful day, very different surroundings were found than when I left there in a big hurry and a bigger snow storm late in the fall of 1917, with automobiles and street cars snowbound and abandoned on every hand.

There is a dandy little interurban trolley line in Memphis, which runs out into the country to Raleigh Springs, and on the way to those springs, last fall, I spied two elevators which the blizzard and its 10 inches of snow prevented me from visiting at that time. One of the elevators was near the trolley line, the other nearly a mile away, but I took the farther one first, and was glad I did so, for as the office was reached, Superintendent J. M. Jefferson was about stepping into the automobile of a friend, with whom a little "joy ride" was to be taken.

But he didn't go. A hasty look through a letter from the editor of the "American Grain Trade" and a big welcome was handed out to me, while the friend and his auto were sent away together! Mr. Jefferson showed me all over the up-to-date little elevator and told me lots of things about the jobbing trade as operated in that section of the country.

The elevator has six concrete storage bins and a 36-inch conveyor belt overhead and another underneath, with which to handle the 110,000 bushels of grain which can be stored in the structure. There is not a cubic foot of sack storage about the premises, all storage being in bulk and sacking only done when shipments are to be loaded in cars.

The Bluff City Elevator is but about two years old. It was built by the Gillette Grain Company of Nashville, Tenn., and afterwards taken over by an



A MEAL IN GREENVILLE, MISS.

independent stock company. There is no connection with the Gillette Company save a grain handling agreement and the members of the Gillette Company—some of them at least—being interested in this concern as stockholders.

Very little public work is done by this elevator—a little to accommodate customers—and some public work for the railroads, such as transferring grain when a car gives out, etc. The shipping facilities are very good at this elevator, three railroads, besides the Union Railroad (Belt Line) giving service, the Louisville & Nashville, the Illinois Central and the Southern.

"Cars are very bad now," remarked Mr. Jefferson. "I don't see how some of the cars hold grain, they are so old and so 'shackly' and then the way in which cars are often loaded. Some of the 60,000 cars only have 50,000 in them, while other cars of same rated capacity, come along carrying over 65,000 and sometimes over 70,000 pounds of load. It surely is frightful. They must load cars somewhere in the smaller places especially 'by guess and by G**' to have them come to this elevator in the shape that they do!"

About 20 carloads of grain are handled daily by this elevator and the three railroads provide five car settings each day, thus making it very convenient, both for receiving and for loading out shipments.

This elevator is equipped with independent motors throughout, each separate machine having its



FIRST AID STATION FOR THIRSTY VICKSBURGERS

own motor. The loading out chutes were originally made of metal, but that material has been abandoned, wooden chutes being used now, almost exclusively. And it was stated that the wooden ones are far more preferable than the metal chutes or spouts.

There are about 15 motors in the elevator, some of them being operated by distant control switches, the motors, particularly for the elevators, being located at the top of the house and started and stopped from the ground floor. In fact, there is a fine switchboard located on the first or ground floor and everything electrical about the elevator may be controlled from or at the switchboard in question.

Two car pullers are used and cars may be moved at the same time by either of the machines, one or both being operated at will, either singly or together. The puller drums, two in number, are both located on the same shaft and are connected thereto or loosened from the shaft at will, by means of clutches, the operating levers of which are conveniently located so the pullers may be operated while the operator is watching from his station, just what is going on along the railroad tracks.

The tracks are located on both sides of the house and cars can be spotted for unloading, on either side as proves most convenient, a hauling cable leading to the tracks on each side of the house. The handling of the incoming grain is done by two high speed legs which have a capacity of 5,000 bushels of grain per hour.

Grain from this elevator is sent all over the Southeastern portion of the United States and the peculiar manner of handling these shipments, together with other interesting characteristics found in this elevator, will go over to next month, when I will also tell about the Bluff City Grain Com-



THE LURE OF THE SOUTHLAND

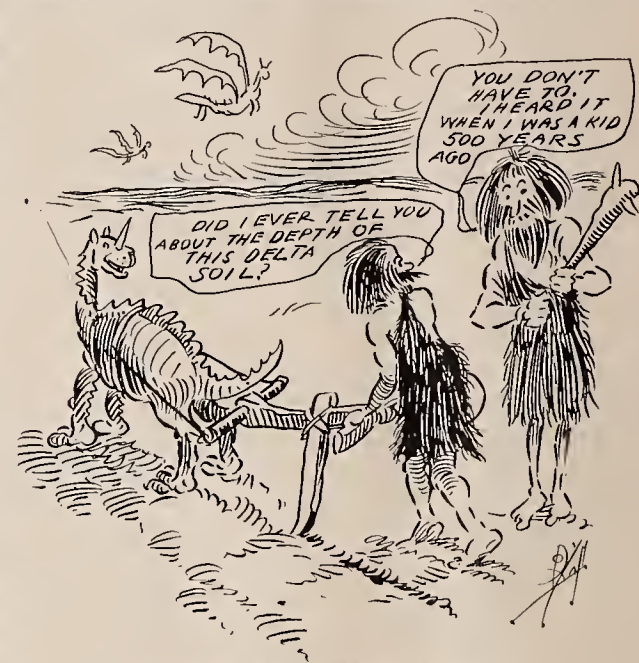
pany's elevator, which is a very near neighbor of the Bluff City Elevator described in the present article of the series.

ARBITRATION DECISIONS

The U. S. Feed Company of Memphis made a claim of \$23.60 against the Flanley Grain Company of Sioux City, Ia., damages of 2½ cents a bushel on the undelivered balance of a contract, plus \$5.44 deducted by defendant from the remittance to balance the first car shipped. The contract was made for 3,000 bushels oats "demand draft payable upon presentation." Defendant shipped the oats according to contract. Plaintiff asked bank presenting draft to hold same until car should arrive as inspection certificate had not been received. Certificate failed to appear, although it was sent, and plaintiff withheld payment of draft without notifying defendant. Twenty days later defendant traced draft and asked plaintiff to pay, but was refused. Whereupon they withdrew draft and diverted the car. The Arbitration Committee of the Grain Dealers National Association held that defendant was justified in diverting car and also in withholding the \$5.44 interest charges on the draft, and ordered plaintiff to pay the cost of arbitration.

* * *

The Grain Products Company of Wichita, Kan., sold the Darragh Company of Little Rock, two cars of oats. One car was shipped and accepted; the second car was shipped from Edna, Kan., within contract time, arrived in Little Rock, August 2, but



DELTA SOIL IS OF PREHISTORIC ORIGIN

was not tendered to the Darragh Company till August 15, when it was refused, and was resold by the Grain Products Company at a loss of \$399.58, for which they brought a claim. The Arbitration Committee held that the plaintiff did not act in good faith in the matter, and though the car was shipped within contract time it should have been tendered defendant at once upon arrival as it is unfair for the defendant to be subjected to possible loss by decline in values on a car on track at his place of business. They declared for the defendant.

* * *

The Western Grain Company of Birmingham, Ala., brought a case of \$123, loss on shipment of meal, and \$80 demurrage charges, against the Woodruff Feed Company of Anniston, Ala. The plaintiff sold the meal "F. O. B. Anniston," and loaded and billed same within contract time. The carrier held the shipment in Birmingham for nine days before shipping and on arrival the meal was refused by defendants. They notified railroad of refusal, but not the plaintiffs who were not notified until 18 days later. The Arbitration Committee decided that the plaintiff fulfilled his contract by loading and billing meal to defendant and that notice by carrier to defendant that car had arrived at Anniston was a proper tender of the goods sold and by failing to accept them as tendered, the defendant became liable for all damages sustained by plaintiff. They ordered defendant to pay \$203 and costs of arbitration.

Government Plans That Promise Aid

Department of Agriculture Extends Campaign to Conserve Grain—Insect and Parasite Pests to Be Eliminated in the Field, in Storage and Export Shipments.

BY WALDON FAWCETT

IN THIS day and age when, as a result of the hardships of war, American millers, elevator and grain men find themselves confronted with so many rules, regulations and license requirements that, however necessary, mean extra work if not financial sacrifice, it is something of a comfort to find Uncle Sam planning constructive work that seems likely to aid the entire industry. Included in the Governmental projects mapped out for the ensuing 12 months in the field of breadstuffs production, conversion and handling, are a number that ought to prove helpful to the trade at large, not only during the war, but also in the reconstruction interval that will follow the war.

For one thing, the food production legislation, so called, upon the passage of which Congress has plumed itself, has, as its immediate object, the serving of war necessities by stimulating the output and facilitating the distribution of cereals, etc. At the same time, it is manifest that some of the ways and means introduced as a result of this speeding up may have lasting value. For example, the expansion of the work of the U. S. Bureau of Markets and the new work undertaken in the field of crop reporting and food surveys may be the means of furnishing grain men and millers with more accurate "pointers" than they have heretofore had on conditions affecting the trade. Certainly when Uncle Sam lays plans to spend upward of a million dollars, over and above the regular allotment for the prevention, control and eradication of the insects and plant diseases that prey upon grain under cultivation or in storage, it is bound to mean something to all traders.

One of the most important undertakings in the onslaught on insects and diseases is the drive for cereal-smut eradication upon which the Government plans to spend before midsummer 1919, a round \$100,000. The Department of Agriculture figures that the ravages of grain smuts cause annual losses of wheat, oats, barley and rye estimated as aggregating 90,000,000 bushels and the big push to cut down this loss is already well under way. For some months past a force that has been gradually expanded from 17 to 42 men has been engaged in this work.

Specialists in smut control have been at work almost constantly in Oregon, Washington, California, Georgia, Alabama and Oklahoma. Spring and fall work is carried on in Colorado, New York, Ohio, Michigan, Indiana, Illinois and Kentucky. During the past spring and early summer work to this same end has been in progress in Minnesota, North Dakota, South Dakota, Iowa, Kansas, Nebraska, Missouri, Wisconsin and Idaho. It is now planned to inaugurate the work in the New England States and in Arkansas, New Mexico and Mississippi, so that it will be apparent that the entire country will be covered fairly well by the middle of next year. The field men have been working in co-operation with the state extension forces in the various states and have already convinced thousands of grain growers of the practicability of seed treatment as a means of preventing smut. Indeed, it is claimed that as a result of the "missionary work" already carried out not less than 4,000,000 bushels of seed grain have been treated according to approved practice.

The calculation at Washington is that if this smut eradication campaign can be continued at full speed for another year the annual losses of grain as above enumerated can be cut down at least 50 to 60 per cent. Furthermore the prosecution of this work is counted upon to develop more fully all the facts with respect to the distribution of the different smut species and the losses caused by each so that the Department's efforts may be concentrated more effectively on those localities where the losses are greatest. The outcome of the harvest of 1918 is awaited with especial interest



READY TO HANDLE THE CORN CROP

among specialists interested in an increase in the grain yield for the verdict it will give as to the success of the battle thus far waged against the smut. However, there is absolute confidence in the result.

There might not seem to be any especial significance for grain tradesmen or millers in the circumstance that Uncle Sam is planning to increase during the months to come the scope of what is known as the Federal plant-disease survey. In reality, however, there is very direct and intimate relationship between this particular sort of inventory and the well-being of the trade. Only by obtaining early and accurate information relative to the occurrence and severity of the more important cereal diseases may the specialists hope to forestall epidemics of disease in grain crops. As indicative of the necessities of the hour there may be cited the need felt in Governmental circles to determine at once the range of a new destructive disease of corn, recently introduced from the Orient. Other special surveys urgently needed at the present time include investigations of the leaf rusts of wheat and other cereals, root and stalk diseases of corn, ergot of rye and other grains and grasses. The idea is, it will be understood, to catch the epidemics in the comparatively early stages instead of waiting until they assume destructive proportions when they become very difficult to handle.

Of all the activities of the National Government having a bearing on trade interests that have been revolutionized by war-time conditions it would be difficult to name one in which there has been a



PREPARING SOIL FOR GRAIN

sharper spurt than in the effort of the Department of Agriculture to stimulate the production of cereals and grain sorghums. In ordinary times, Uncle Sam did something along that line but even in 1917-1918 his expense account in this quarter was only \$5,000. Now he would like to multiply that 10 times over. The Department has reason to believe that during the present year, because of the scarcity of seed, there has been, both in the case of wheat and of sorghums, much planting of varieties that are not particularly adapted to the regions in which they have been placed or which are not what would be termed specifically productive varieties.

By reason, therefore, of the disorganized condition that has resulted from the scant seed supply, Uncle Sam feels that it is up to him to step in and do something. What he wants to do is to locate fields that have superior varieties growing in them and make these particular fields available for seed purposes rather than for general market purposes. It is proposed furthermore to conduct an active field campaign with a view to securing the adoption of the best methods of producing cereals and grain sorghums. Specialists will be assigned to the spring-wheat areas, especially in the states where extension of acreage is under way, and to those regions where there has been a large increase in rye production during the past few years. The specialists will give advice in the selection of the varieties of the crops best suited to the different regions and as to the best methods of planting, handling and storing the crops.

The U. S. Bureau of Entomology will branch out considerably this next year in its effort to combat and thwart the insects that attack cereal and forage products and stored products in this line. The Department has all along been convinced, of course, that a great deal of the loss in our cereal resources is preventable, and in view of the quickened worldwide demand for foodstuffs efforts are being redoubled to advise farmers, shippers, elevator men and millers of the means of preventing or reducing the losses occasioned by the Hessian fly, chinch bug, corn-root worm, clover weevil, alfalfa weevil, etc.

If anything there is more urgency for the control of stored-product insects than for the other section of the project. However satisfactory a crop of cereals is attained, it continues, under prevailing conditions, to be subject to enormous losses by stored-products insects. Particularly is this the case in the South. The losses in the North are serious enough, but in the South the long period of warmth results in the multiplication of these insects with the result that in the case, for instance, of corn an almost complete loss may be sustained in six or eight months. Field injury of corn is comparatively little known in the North, but in the South the corn is attacked in the field and as carried to the cribs is already heavily infested. Moreover, until recently very little had been done in the South to prevent these losses, but now Uncle Sam is busy on this particular job, introducing several different recommended remedies and instructing the farmers how to fumigate the corn before it is placed in storage. It may be also of interest to the trade that the Department of Agriculture has set about or will soon set about encouraging the use in the South of bins or granaries of sufficiently tight construction to allow the grain to be fumigated from time to time.

Speaking the other day of this stored-grain proposition, Dr. C. L. Marlatt, the Government specialist, remarked: "There are other methods of control which are under investigation and which may prove effective. For example, there is an electrical method of control. As a rule I look upon all electrical methods of control with much doubt. Electricity has been used as the basis of more fakes than anything else, but experiments are being made with an electrical means of control which consists of passing the grain through a chute between electrodes so that the grain is subjected to a tremendous current of electricity as it passes through. The performance is continuous and it is maintained that such disinfection can be done at a basis of cost to make it practicable. This system of dis-

infesting grain is about to be tested on a commercial scale at Tampa, Fla. At Tampa the conditions of grain infestation are worse, perhaps, than in any other place in the United States. This is merely a suggestive thing. It has not been worked out, but is in the experimental stage. It may result in another useful means of controlling losses by these insects."

It may be added that the Federal experts on the stored grain proposition are getting a large amount of valuable, practical experience as a result of responsibilities induced by the war. The Department of Agriculture specialists on stored-grain-product investigations have, indeed, been "loaned" to the War Department to give advice as to the storage of grain products to be later shipped abroad. These men have, during years of service, familiarized themselves with the practical phases of mill and elevator storage as well as the technical or scientific aspects of the subject.

On the theory that it is a war-time necessity, the U. S. Bureau of Chemistry is ambitious, this coming season, to greatly expand its work designed to reduce the destruction of threshing outfits and the occurrence of explosions in grain elevators. This branch of the Government concerns itself especially with the thresher proposition and, as our readers know, has introduced a system of wiring

Preventing Grain Elevator Fires

Fire Risk Cut to a Minimum Paid for by Money Saved on Insurance Premium — Hazards Are Both Structural and Operative and Both Can Be Practically Eliminated.

BY G. D. CRAIN, JR.

FIRES any time, anywhere and under any circumstances are to be deplored, because they represent the destruction of wealth that can never be replaced. But a fire at this time, with the world at war, in an elevator, with food the big problem of the nation and its Allies, would be the most deplorable.

Fire prevention and protection have always been given attention by grain men, who have realized the special hazards to which their plants are subject, and have taken steps to reduce the danger so far as possible. But there are features connected with every plant which are susceptible of improvement, with exceedingly few exceptions, and every elevator man ought to ask himself at this time whether, if a fire happened, he could absolve himself wholly of blame, and assert that the fire was not preventable.

The patriotic duty of maintaining elevator facili-

ties not permitted, and where care in the handling of fire in all forms is enforced, is not likely to be reported in the list of fire losses.

The matter of structural defects is not as serious as it sounds. That is to say, the sort of defects which lead to fires are usually features that can be corrected. Erecting fire walls and cutting off the power house from the rest of the building, closing dangerous openings, and protecting openings against hazardous exposures are all comparatively simple and inexpensive measures; yet they are effective in bringing up the grade of a risk in any line, and the elevator trade is no exception.

It is a peculiar fact, and one the importance of which is probably not appreciated by most grain men, that expert advice of an engineering character is available only in connection with fire insurance without involving expense on the part of the person to whom the advice is given. If you want a heating and ventilating engineer to serve you, you must pay for his advice. If you expect a power plant engineer to give you suggestions regarding the arrangement and operation of your equipment, you must also expect to pay a suitable fee; but if you desire expert advice regarding making your building safe from fire, you can have it for nothing.

The reason is that the fire insurance companies and agents are doing everything they can to prevent fires and cut down fire losses. It is to their selfish interest to do so, of course, and yet this fact does not affect the importance and value of their co-operation, from the standpoint of the owner of property. The interests of the company which is carrying the risk and of the owner who is paying the premiums are identical: neither wishes to have a fire. The destruction of property and the interruption of business constitute a loss that the amount of fire insurance that can be written on a building and its contents cannot possibly offset, and hence the owner is even more interested in preventing a fire than is the company.

But the fact that the elevator man, as well as other purchasers of insurance, can get engineering assistance with reference to the fire hazard without paying a handsome price for it is what makes people rather indifferent to the advice when it is given. The owner of a grain handling plant, whether he is insured in a mutual or a stock company, or both, is likely to regard an inspection of his elevator as merely a matter of routine, and to give it little consideration. Yet the visit of an inspector should be taken note of, and the elevator man should accompany him on his tour of inspection, consulting with him regarding the fire hazards which he sees, and inviting suggestions with reference to the improvement of the risk.

As suggested above, there are few elevators which are perfect from the standpoint of their construction, equipment and maintenance with reference to the fire hazard, and hence an insurance engineer can almost always point out a way of bettering conditions. If these suggestions are carried out as made, the elevator man will have the satisfaction of knowing that his plant is getting in better and better condition from this standpoint, and that the danger of a destructive fire is being cut down to the irreducible minimum. It is impossible to create conditions such that one can say, "There is no possibility of my having a fire." because fires happen even in buildings that are supposed to be fireproof. Wherever the human factor is involved, and wherever human carelessness and fallibility have a chance to manifest themselves, fires are possible; but the probability of one occurring in a given plant can certainly be reduced immensely by the exercise of a due amount of care.

That is why it pays the grain man to give atten-



COMPARISON OF CORN GROWN BY MODERN METHODS AND THE ORDINARY SCHEME OF CULTIVATION

the machines; recommends the attachment of a suction blower; and advocates the installation of an automatic fire extinguisher. In the beginning work was concentrated in the very dry Northwest country where some 300 thresher explosions had been reported in a single season. Now the Chemistry Bureau is ambitious to spread out and operate in sections where thresher fires are not ordinarily so numerous as in the Northwest, but where such mishaps are liable, especially in a dry season, to be more numerous than is desirable.

Up to date this campaign to cut down the losses in threshing equipment and grain has been confined almost wholly to Washington, Oregon and Idaho. Last summer a little preliminary work was done in California—enough to show that there is need for a comprehensive campaign. Now the plan is to attempt to scotch the thresher fire evil in southeastern North Dakota, western South Dakota, central Minnesota, Colorado, Wyoming, Nebraska, Kansas, Oklahoma and adjacent parts of Texas and in sections of Michigan, Illinois, Indiana, Ohio and Pennsylvania. In this same connection the Bureau of Chemistry will prosecute a campaign to bring about more efficient cleaning of grain by means of a fan apparatus developed by the mechanical experts of this branch of the Government. The fan device was first evolved as a smut remover and in that capacity has demonstrated that it can remove, at the time of threshing, from 60 to 85 per cent of the smut contained in the grain.

ties during war time, of protecting the food supplies which are stored there, and of keeping an essential business operating at top efficiency, rests upon the elevator manager, and not the least of his problems has to do with making his plant safe from fire. It can be done, and should be done.

Fire hazards are naturally classified in two major divisions: those which are inherent in the building, and are structural in character, and those which pertain to the method of carrying on the business, or housekeeping. In addition there is another group, which belong to the business and are the special hazards of that particular industry.

The elevator man must handle his product according to the necessities of the business, and he cannot change the character of the building in which his plant is housed; but he can control these factors in the situation to a larger extent than he thinks. Good housekeeping is largely a matter of keeping clean, and just as the dentist asserts that a clean tooth never decays, so the fire prevention engineer points out that a clean building seldom burns.

It is the combination of accumulations of inflammable matter, plus carelessness in handling lubricants and other supplies, plus a slight circumstance favorable to combustion of these products that makes a fire. Anyone of them alone would not be dangerous, but altogether they bring about possibly total destruction of a building. The building which is kept clean, where oil drippings are

tion to his fire insurance, not merely by seeing that he is covered at all times and in proper amount, but that he is getting service in the way of inspections and engineering reports that will show him how he can introduce greater efficiency into his business. His local agent and the companies which are sharing the risk involved in the insurance on his plant will be glad—and the chances are they will also be surprised—to have a request for an inspection looking to the making of all possible improvements in the plant, and this service will be rendered entirely without charge.

Another interesting thing about the insurance situation is that it is the only fixed expense connected with running a business which can be reduced materially by proper consideration of the factors involved. Taxes cannot be cut down, and any improvements or betterments are usually followed by increased tax bills. Depreciation of equipment and buildings goes on, and the finger of time works its way, and this loss must be taken into account. Fire insurance costs, however, can be reduced by the expenditure of relatively small amounts, so that the owner can be said to be able to eat his cake and have it too.

That is, making an improvement in an elevator, which reduces the fire hazard, means an immediate reduction in the rate for the insurance. The more the plant is improved, the less likely there is to be a fire, and the better off the owner is from the standpoint of protecting himself against being put out of business on this account; but the better off he is also in that his insurance is going to cost him less and less. The expenditures that he makes in improving his building, installing fire protection equipment and in other ways carrying out the recommendations of the insurance engineers are not items of expense, but investments, on which he gets a large return in the form of a reduced cost of insurance.

In fact, many of the installations of what is probably the most effective single form of fire protection equipment available—automatic sprinklers—have been made by anticipating the savings which the assured would enjoy on account of the reduction in the rate. Contractors who specialize in this class of work finance the installation of the sprinkler systems with the understanding that they are to be paid from the savings in insurance premiums as these are realized. The owner gets the benefit of the protection immediately, and the equipment pays for itself.

The grain man who has made a study of the fire hazards connected with his plant, and has spent some time and effort as well as the necessary money to improve it in all possible and practicable ways, has what is known in the insurance world as a preferred risk. His business is going to be sought after, because companies which put it on their books know that it is pretty sure to be profitable, whereas the plant which is in poor condition from the standpoint of fire prevention methods, and where little attention has been given to this subject, is not a desirable risk, even though the rate which is paid may be much higher. The revenue which the high-rated risk produces for the insurance carrier does not compensate it for the added loss ratio which it makes certain. It is high-class, preferred business, written at low rates, which enable the companies to make money, and that is the sort of business the wise elevator man makes his plant represent.

He can then drive a shrewd bargain in the matter of rates. His ability to choose companies and agencies, rather than to take what he can get, becomes an asset of no little importance. And even the concern which is carrying its insurance on a mutual basis is benefited, because of the immediate saving in insurance cost, and because the whole organization is strengthened by improvement in a single risk.

There is much to be done in the average grain plant along this line, and now is the time to do it. Of all times, this is the worst to record a grain or elevator fire—and the members of the industry should see to it that the loss ratio becomes the lowest in the history of the grain business.

“Down East” Elevator Construction

Protecting Exposed Timbers—An Ingenious Railing—Concrete Foundation Blocks—Increasing Floor Capacity—Staying a Stack

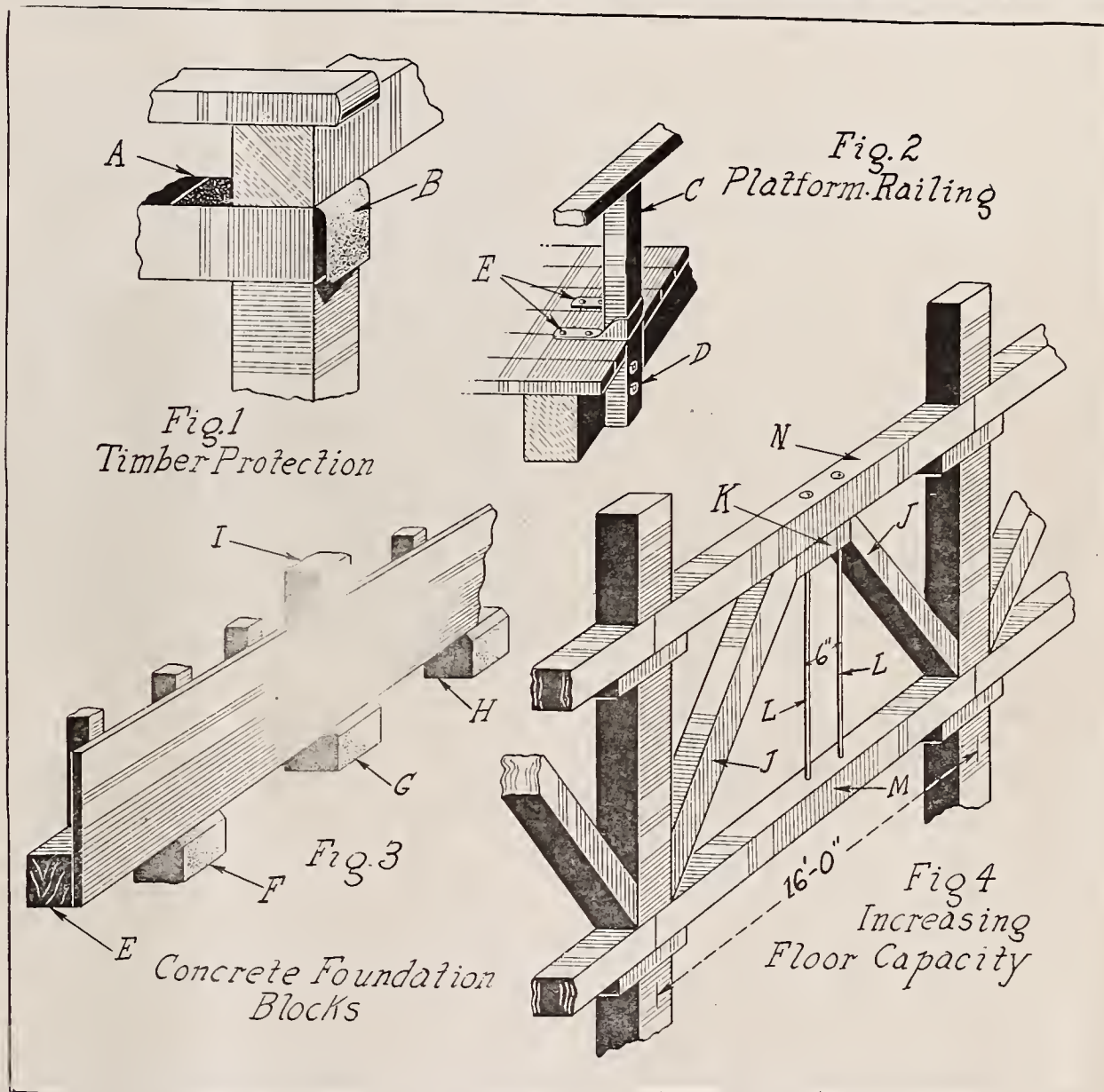
BY CHARLES S. HEATH

DOWN IN New England, the grain elevators are pretty badly mixed up with feed mills and small grist mills, where not only grain handling and storage is carried on, but some of the grain converted into “feed” as required for local consumption. Very naturally, the construction of the storage capacity is more or less haphazard—usually more—and all sorts of dodges and contrivances will be found in use to utilize space for storage purposes when “bumper” crops demand excessive facilities. There are also many other instances of ingenuity.

In one building, of evident hasty wooden construction, I noticed that whenever projecting timbers were exposed to the weather, particularly in receiving and shipping platforms as shown by Fig.

at some height above the ground. Such platforms were fitted with protecting railings and these railings were quite evidently an afterthought, resulting possibly from a suggestion of the factory inspector, for they had been added after the platforms were completed.

Fig. 2, shows how these railings were added, the posts *C*, being let through the floor planking outside of the timbering, and lag-screwed to the timbering as shown at *D*. Evidently fearing that the lag screws might prove too weak, they had been reinforced by a metal U-strap at each post as shown at *R*. The strap was forged from $\frac{3}{8}$ -inch iron, the ends flattened and punched or drilled and two stout lag screws placed as shown, in either end of each strap, the lag screws being driven through the plank



INTERESTING CONSTRUCTION FEATURES IN “DOWN EAST” ELEVATORS

1, at *A*, the exposed ends were covered with a flap of leather or of metal as shown at *B*.

In this instance, it was a piece of old belting which had been interposed between the two timbers as shown, the overhanging end forming considerable protection to the timber where its end-grain was exposed to rain and wind. Some of the timber-ends were covered with leather as shown, others with tin, which had rusted away, leaving but a skeleton of protection. One or two timbers were covered with copper, and a few had evidently been protected with lead, but this metal had vanished except where fastened between the timbers, the lure of the small boy and the junk man, having probably proved irresistible. But the remaining metal and belt flaps had protected the exposed ends so well that no trace of decay was to be found in the ends thus covered.

* * *

Another bit of outside engineering was found where it had become necessary to construct and maintain platforms for receiving grain shipments

flooring and well down into the timbers of the platform.

* * *

In another elevator I observed that every bit of the construction—which was of wood—instead of being supported upon the usual foundation had been placed upon nicely made and finished concrete blocks as shown by Fig. 3. These blocks were large, solid looking, and had evidently been constructed by one who understood the business. The owner, upon being approached as to the reason for the rather unusual construction, replied:

“I have become tired of seeing my buildings rot down, of being damp and filled with insects and vermin of several kinds. I have often noticed that buildings erected clear of the ground, do not rot out. The sills remain as sound for years as when first laid and the siding along the bottom of the walls is sound and clean. The rats and mice have less chance to get into buildings which are set up like mine, and there is far more chance of driving

the rodents out than when the buildings set flat on the ground and over a wilderness of hiding places for rats and rot!"

And probably the gentleman was right. There was not a trace of rot to be seen anywhere and there was not a damp corner in the building. There of course was no "basement," neither was there the frequent collection of rubbish, dampness and obscure catch-all places, sometimes all too often found in such elevators.

Although the building was undoubtedly colder in winter, the lower floor had been liberally papered and laid double and no trouble was experienced in keeping the temperature above the freezing point, even in the coldest weather. The necessary heating was done by a small boiler which was placed above the floor of the first or ground story. This story being used almost entirely for storage, there was no need of its being heated.

The shipping was done entirely from the second floor, which was level with the car tracks, the elevator standing upon a side hill and the railroad coming upon a low trestle level with the second floor, or rather, the car floors were level with that floor. Team shipments were made by chute from the second floor also.

The platforms were also carried upon concrete blocks and the receiving chute into which grain was dumped by power shovel, direct from the car, was also built of concrete, placed about 20 feet distant from the building, and grain was brought therefrom to the elevator through a screw conveyor, built of steel and placed high above the ground, also upon concrete blocks.

The power shovel was operated by the usual mechanism which was located inside the elevator building, 20 or more feet distant from the receiving hopper. To prevent the delay and annoyance due to extending the usual rope from elevator to car, through all kinds of weather, a chain, made with links of $\frac{3}{8}$ -inch soft steel, each link about $1\frac{1}{2}$ inches long, was used instead of a rope. This was permitted to sag down, when in use, and to remain there while not being used, upon a special platform or grating made expressly to receive the chain. The grating was about level with the tops of the freight cars and terminated in a sort of A-frame which was swiveled at the bottom and could be leaned forward at the top so as to enter a car door and be locked in that position, thus giving power to the shovel at exactly the point where it was most desired.

Only a few seconds were required in which to swing back the A-frame when the car had been unloaded or had to be moved, and only once had the device been damaged, and this was through the unexpected "kicking" of a car upon the siding by some over-zealous locomotive engineer.

Referring again to Fig. 3, it may be noted that the sill *E*, is supported at frequent intervals upon the concrete blocks *F*, *G* and *H*, which had been "poured" in place, in regularly built forms. These blocks were about 3 feet long each, 20 inches wide and from 2 to 3 feet above ground according to the "lay of the land." I was advised that the footings were all well below the frost line of 3 feet from the surface, and that each block had been designed to carry its share of a load of 4,000 pounds per square foot over all the ground space occupied by the building.

When leaving this elevator, and after complimenting the owner upon the solidity thereof, the reply was smilingly given that he "reckoned he wouldn't need no ark or nothin' if it should happen to rain for 40 days!"

* * *

Some of the old Massachusetts structures have been hard put to accommodate and store the large amounts of grain which they have been felt called upon to store, and every bit of room has had to be utilized. How to pack an entire floor full of sacked grain and not have the building tumble down, was the problem which was met by one man as shown by Fig. 4. He found that the posts and the floor joists in his elevator structure were strong enough to carry the proposed load, but that the beams were too light.

Accordingly, a builder was called in and the arrangement shown by Fig. 4, was installed between

each pair of posts all over the floor which it was proposed to fill with sack storage. It is of course understood that the extra trusses were only interposed in the direction of the beams, and not parallel with the floor joists which are not shown in the engraving.

Timbers were cut to fit and installed obliquely as shown at *J J*, and between these timbers, at the upper end thereof, block *K* was tightly fitted. Then, two one-inch rods, *L L*, were located 6 inches apart and screwed tight enough to make timber *M* slightly "crowning."

The effect of the above was to add to the load-carrying capacity of beam *M*, that of beam *N*, thereby making it safe to fill the floor space completely full of sacked grain. Furthermore, it would be possible later, if found desirable, to easily remove all the truss timbers without having to make any repairs whatever to the old work, save to plug the holes in the floors through which rods, *L L*, had been put in place.

* * *

One enterprising elevator owner recently found it necessary to build a power house upon the extreme corner of his land. When it came to the matter of placing "dead men" to receive the smoke stack guys, permission was asked to place said dead men upon the vacant land of the neighbor. Permission was granted, but with the provision that, the neighbor "reckoned" that the privilege would be worth about \$50 per guy, or \$100 for the two dead men's graves!

This grieved to the very heart the owner of the boiler stack and he whittled to pieces three perfectly good shingles before hitting upon a plan to save \$100 and to guy his smoke stack, an 18-inch, 60-foot concern, in a proper manner. Finally a scheme was hit upon, the guy band at the top of the stack was

lowered 15 feet and changed so as to receive two stiff guys, instead of four wire cables. The connections for the two guys were placed 90 degrees apart, and so located upon the stack that each connection "looked" fair along one side and one end of the little flat-roofed power house.

Then another and similar guy-collar was made and applied close to the base of the stack and the eyes turned in the same direction as those of the other band. Next, two guys, each made of 1-inch threaded steam pipe, were fitted with eye-bolts to match the eyes in the upper stay band. The lower ends of the pipes were attached to bolts which passed down through the flat roof and were screwed tight below bits of 2-inch plank placed beneath two roof rafters.

Near the middle of each pipe guy, a connection was made, to which were attached two more pieces of 1-inch pipe. One of these pieces extended from each middle connection noted, to one of the lugs in the collar at bottom of the stack. Thus each stiff pipe guy was stayed near its middle and prevented from buckling vertically.

Another and third short piece of pipe was prepared, and like all the others, its ends, either by welding or forging, or by the use of appropriate fittings, was made to receive a $\frac{1}{2}$ -inch bolt. The ends of the third shorter pipe were, then bolted to the two middle connections above described and the stiff-legged guys were complete. They held the stack well. No trouble was ever experienced from them, and the stack stood right on the very corner of the elevator lot, yet guyed well upon its own territory.

In fact, the only thing which "let go," was the jaw of the neighboring land-owner! It was stated that this jaw "dropped" sadly when he saw the stiff-legged guys in place of the expected and coveted hundred dollars!

Michigan Hay and Grain Association Meets

Annual Meeting of Michigan Dealers at Detroit—"Cost of Handling Wheat" and "Margin to Allow Off Terminal Price" Chief Subjects of Discussion

WITH unusual wisdom the Directors of the Michigan Hay and Grain Association confined to one session the annual meeting of the organization, held in Detroit on August 8. The day was hot, as you remember, and for that reason the registration was light, but there were a great many in attendance who did not bother to register so that the convention hall at the top of the Hotel Tuller was well filled when President T. J. Hubbard called the meeting to order at 2 p.m. A strong breeze made the room as cool as any place that could be found so there was not the usual crowd of convention slackers left in the lobby to console each other over their losses in beans.

Frank T. Caughey of Detroit extended a welcome to the delegates, offering them everything they wanted except the Ford factory which was busy on Government contracts, and a drink, which is not to be had in Michigan. Incidentally he stated that Detroit factories had \$700,000,000 worth of war contracts.

Robert Ryon of Ann Arbor was scheduled to respond for the Association, but as he was absent on account of illness, having just come from a three-weeks' sojourn in a hospital, A. J. Carpenter of Battle Creek substituted for him in a very acceptable manner, making it plain that the Association fully appreciated Detroit's hospitality.

REPORT OF THE BOARD OF DIRECTORS

President T. J. Hubbard read the report of the Board of Directors, as follows:

We are today assembled at our seventeenth annual convention to review, in a way, the work which has been done during the past year and to consider seriously the many things that are bound to arise in the future which to a greater or less extent, will affect the business in which you and I are engaged.

The world is passing through the greatest war ever known; a war for democracy and universal peace. The situation has been very critical, up to the past month, with many heavy sacrifices still to be made before the struggle is ended. America has been called upon to supply, not only a large percentage of the food and munitions required by our Allies, but

soldiers as well and all other supplies necessary for a complete victory, eventually, over Prussianism.

The patriotism displayed by the citizens of this country, since we entered the struggle, has been most wonderful. Whenever the Government has called for funds in the shape of Liberty bonds, Red Cross pledges, war savings stamps, etc., the people have responded willingly and, in the greater number of the states, have oversubscribed the quotas in their respective districts. All religious sects and denominations have united in one great and grand effort to answer to the call of Humanity. Prejudices and jealousies have been forgotten and everyone is trying to do "his bit" to rid the world of Prussian militarism. In a trifle over one year's time, we have drilled, equipped, and placed at the disposal of our Allies about one and one-half millions of soldiers who represent the flower of American manhood and, who during the past month have shown the "Spirit of '76" in what they have accomplished towards a triumphant victory for human liberty.

In the conservation of food, during the past year, the American people have displayed that spirit of patriotism for which they have ever been noted. By so doing, we have helped to feed the Allies as well as thousands of soldiers in the trenches who are fighting your battles and mine in this great conflict. The lessons we have learned, from an economic standpoint, will be of great value to us in the future; more than we can realize at the present time. In the matter of foodstuffs, America has long been considered one of the most extravagant of nations. We are now learning "Thrift," not only in the economy of food, but in numerous other ways to which we had never given a thought before. Our methods of living have been changed to a greater or less degree but when I say that France has one man in the field for every seven of her population and that when we have one in the field for every seven of our people, we will have an army of 14,000,000 instead of our present 1,000,000, I feel sure you will all agree with me that the little we have done is nothing when compared with the sacrifices being made daily over there.

Transportation.

To review briefly the work of the officers and directors of our Association for the past year, taking up first the matter of transportation: In this regard, our able secretary, Mr. J. C. Graham, has been constantly on the alert to do what he could for our members in the matter of securing relief from embargoes, adjustment of rates, etc. Early this year, when the rate zones in this state were rearranged, Mr. Graham, in conjunction with the traffic managers of private

concerns as well as with the boards of trade of the different cities, did some splendid work in helping to secure a lower rate basis for certain districts. You all know from your experience with the railroads during the past 12 months, that the most of the time they have been so overtaxed that the individual shipper has had little opportunity to gain recognition. There has been but one side to the problem which has been in favor of the carrier. Since the advent of Government operation of railroads, there has been little to do except to abide by the rules and decisions of the officials. The recent advance in rates is sufficient evidence to indicate that the railroads have more than gained their point in contending that they have deserved greater remuneration. Under the existing conditions, and with the railroads taxed to their fullest carrying capacity, embargoes being placed almost daily, there is little that can be done during the war period to remedy these conditions nor must we complain for we are out, first and foremost, to win this war for what would the business of this country amount to, should we fail in this struggle. About the only thing that can be done is to have Mr. Graham, in our behalf, keep a close watch on the rulings in order to prevent unfair discrimination. On account of hay being a bulky commodity and a food for animal consumption only, there is more liability of hay shippers suffering again this year because of congestions and embargoes than the shippers of wheat and other grains which are heavier commodities and are used as food for human consumption.

Grades and Inspection.

Now as to the matter of grades and inspections: last fall a committee of prominent shippers and receivers of grain and hay were requested to meet with the Quartermasters' Department in Washington to form some plan of purchasing the feed and forage for governmental requirements during the period of the war. A permanent committee of 53 men was organized and, among the many good things accomplished, by this committee, was their success in getting the Government to adopt the National Hay Association Grades as a basis for purchases of hay. In addition to doing this, the Feed and Forage Department of the Quartermasters' Department recently made a new grade of hay known as "Mixed Hay" to permit of Government purchases of hay running one-third to one-half grass, balance timothy of good average crop color.

Appointment of Committees.

It was the pleasure of your president to appoint a committee consisting of Mr. C. E. Noyes of Jackson and Mr. J. M. Coup of Saginaw, who with himself attended a meeting of grain elevator and flour mill operators from the states of Ohio, Michigan and Indiana, called at the Boody House, Toledo, Ohio, on December 10 by Mr. C. J. Brand, chief of the Bureau of Markets, to consider changes in rules governing grades of wheat and corn. The new rules put into effect by the Government July 15 are the result of this conference, and others held about that time.

About the first of May, I received several complaints from members who had sold hay to the Government, claiming that at certain cantonments, Government inspectors were refusing to accept on contracts, No. 2 timothy hay containing one-fourth grass as allowed under the National Association rules. In most instances the cars were refused outright involving the shipper in heavy loss from accrued demurrage besides market declines, reconsigning or additional freight charges. In some cases, particularly at Toledo and Cincinnati, the inspectors accepted such hay as suited them and left the balance in the car for the shipper to do with it as he saw fit. It was evident that immediate action was necessary so I at once got in touch with Mr. Taylor, secretary of the National Association, by long distance telephone, and he with Mr. Clark, president, arranged with Mr. Bridge, chief of the Forage Department of the Government, for a conference in Chicago on May 8. The committee representing our Association consisted of, beside your president, Messrs. John L. Dexter of Detroit, W. I. Biles of Saginaw, A. Todd of Owosso and F. Young of Lansing. Besides these gentlemen, Messrs. Defoe and Van Dusen of Sandusky, Mr. John Irwin of Gaines and Mr. Kirby of Corunna were also present at the conference. As a result, we secured an agreement from Mr. Bridge to notify all his inspectors to accept all No. 2 timothy containing one-fourth grass at contract price, all bales below No. 2 timothy grade which were sound at the price of straw, and any damaged bales were to be thrown out and destroyed. The cars are plugged at the time of inspection, the bales in the doorway and one row of bales through to the ends of the car are taken out, and if the inspection does not show more than 25 per cent below grade, the car is accepted and the bales sorted out on the basis mentioned, but if more than 25 per cent is below grade, the hay is refused outright and the shipper is notified to handle the car himself.

After our conference with Mr. Bridge, a new inspector was placed at Camp Custer, but his inspection was more rigid than that of his predecessor, consequently complaints continued to come in to me and, upon taking the matter up with Mr. Bridge, he requested that I take some other shipper with me and go to Camp Custer for a day or two and watch the grading. The result was that Mr. Young and I, after spending two days there, had the inspector removed

and Mr. Newell from Pittsford, Michigan, a shipper of some 15 or more years experience, appointed for Camp Custer, since which time, no complaints have been registered. I believe the new mixed grade adopted by the Forage Department is going to eliminate a lot of trouble for those who decide to sell to the Government on the new crop, but I want to take this opportunity to warn you all against the loading of off-grade hay on Government orders. If you buy such hay, keep it in your warehouse or ship it elsewhere as, by the first of October, the Government will have experienced men at every cantonment and compressor to see that they get what the contract calls for as to grade.

Crop Reports.

At this time, from the reports in hand, the acreage of hay is estimated at 69,531,000 tons or 99.3 per cent of last year. On July 1, the condition of hay is placed at 82.2 per cent against 84.3 per cent of July 15, 1917, and a 10-year average of 88 per cent. The condition of one month ago was 89 per cent. The above condition forecasts a crop of 102,000,000 tons as against 107,000,000 tons a month ago. The average production for the last five years was 95,400,000 tons. On grain, the Government crop report of July 18 on the combined wheat crop showed an estimated yield of 891,000,000 bushels as against 931,000,000 bushels a month ago and 678,348,000 bushels for July 15, 1917. Farm reserves of wheat on July 18 were estimated at 24,283,000 bushels as against 47,891,000 bushels a year



ROBERT RYON OF ANN ARBOR
President Michigan Hay and Grain Association

ago. The corn crop was estimated July 18 at 3,160,000 bushels as against 3,123,772 bushels a year ago. Oats were estimated July 18 at 1,437,000,000 as against 1,500,000,000 bushels a month ago and 1,452,907,000 bushels a year ago. The rye crop is estimated this year for July 18 at 81,600,000 bushels as against 56,098,000 a year ago.

The President's Year.

It was with a great deal of reluctance that I accepted the presidency of our Association for a second year, at our last annual meeting, as I felt that there were other members of the Association much more entitled to the office and who were fully as capable if not more so than I of executing the duties of the office. Furthermore I knew that my work in connection with our own firm's business was going to be such that I could not give the Association work the time it should have. However, I wish at this time to express my appreciation for the assistance rendered me by our able secretary, Mr. Graham, also by the directors, during the past year. Their co-operation has helped to make the work a pleasure in more ways than one. It has not only broadened my acquaintance in the trade but my scope as well, and better fitted me for all duties which may devolve on me in the future.

In retiring from office, I wish to request all members to co-operate with the new officers of the Association a little more closely, if possible, than you have in the past. If you have any ideas to set forth, or any questions to ask, write the secretary or the president and let them be sent out to the members in the form of a monthly bulletin. Let each member leaving this convention today go home with the one idea of sending in to the secretary, within 30 days, the application of at least one new member with his check for \$7. The past year has seen advances in the cost of all commodities. The necessities of yesterday are the luxuries of today. In order to have sufficient funds to carry the work of the Association, your Board of Directors at their meeting last night decided to make the dues for the coming year \$7. However, even at the increased cost, we cannot yet class a membership in our Association as a luxury. It is a necessity and a duty which you and I as grain and hay shippers owe to our state to protect an organization of this kind with our moral and financial sup-

port. We have one of the largest crops of grain, hay, beans, etc., to handle this year, which we have ever known and which must be handled under abnormal conditions, therefore, there never was a time when, with the right kind of support from its members, this Association could do you and me as much good as it can during the next 12 months. Loyalty to and co-operation with the officers and directors whom you today elect to handle the affairs of your Association for the ensuing year, are bound to bring forth the best of results.

I wish to take this opportunity to thank you one and all for your loyalty and support during my term of office.

After giving his report President Hubbard appointed the following committees: Nominating: W. I. Biles, Harry Northway and Mr. Kent. Auditing: John L. Dexter, W. J. Bunting and J. Kerr. Resolutions: F. E. Young, C. E. Noyes and A. J. Carpenter.

SECRETARY GRAHAM'S REPORT

Secretary Graham gave a brief report in which he stated that the Association had 140 members in good standing and that all bills were paid.

In regard to transportation matters of which he is an authority, Mr. Graham stated that a tentative committee had been appointed in Central Territory consisting of Harry Griswald, Mr. Findley and H. G. Wilson to whom all suggestions or appeals could be directed by Michigan shippers, this committee in turn referring such matters as they could not settle to a general committee in New York.

He stated that the rule abolishing transit and reconsignment privileges was met with such a storm of protest that it was realized the rule was a mistake, and has not and probably would not be enforced.

A new order was in force, however, which would be observed: Abolishment of the billing, order notifying someone who is non-resident at destination point. This order was made to prevent cars being held for long intervals at terminal points, and was made in the interest of prompt unloading. Mr. Graham urged all members to co-operate with the Railroad Administration in unloading promptly and loading and billing cars as soon as received. He also stated that a conference would soon be held to correct the many inconsistencies in Order No. 28.

Albert Todd, treasurer, gave his report which showed a balance of \$105.61. This was referred to the Auditing Committee.

In the absence of H. C. Irwin of Philadelphia, Mr. Lurch of the Grain Corporation gave a talk on the rules of the Food Administration for handling this year's grain crop. In the discussion which followed, Mr. Lurch was asked how much margin a shipper was to be allowed over and above the freight, terminal charges, etc., for handling. He stated that, while the amount would differ in localities, Mr. Irwin had expressed the opinion that the margin would be between 6 and 8 cents for most houses. Figuring on the basis of \$2.36½ for No. 2 red winter at New York, he made the Michigan price at the elevator \$2.09. The difference included freight; commission; elevation, inspection and weighing fees, and interest on draft. The items, war tax, shrinkage and allowance for grade, together with overhead expense would have to come out of the 8-cent margin.

The question was asked as to what price should be paid for mixed wheat, and Mr. Hubbard advised sending samples of such wheat from the first load that comes into different mills, so as to get a line on the actual value of such grain. In the mean time giving a nominal price until its value could be ascertained.

Oscar Phillips, Government supervisor at Chicago, gave an address in which he said that inspection forces at all markets had been handicapped by the draft, but they were doing better work than ever before. He outlined the way in which the Department was trying to secure uniform inspection, and had before him some of the apparatus in use and showed how to manipulate it. He said that the first set of grades that were promulgated were thought to be the most perfect that had ever been used but that war conditions had made certain changes advisable.

Samuel Walton, president of the National Hay Association, in a brief address urged dealers to

make their first offers of good hay to the Government as the needs for the army were so great. He told how the restrictions in hay transactions had been eliminated since Mr. Bridge had been put in charge of the forage branch. It is now unnecessary to furnish bonds with offers, and a sight draft for 80 per cent of the value of the hay would be accepted by the Government. He drew attention to the fact that if a shipment of hay were sold to the Government there was more likelihood of getting cars to move it.

Mr. Hoffman, the new grain inspector for the Detroit Board of Trade, called attention to the necessity for accurate scale equipment and said the Detroit Board would examine any scale whose weight differed from theirs, free if the examined scale was found to be correct.

COST OF HANDLING WHEAT

C. E. Noyes, of Jackson, gave an interesting address in which he outlined the attempt his company made in finding the cost of handling wheat.



CANAIOAN NORTHERN ELEVATOR AT PORT ARTHUR

Where only two or three commodities were handled at a plant, it was a comparatively easy matter to ascertain the cost, but at most Michigan plants five or six grains besides hay and beans were handled and it was almost impossible to get accurate costs for each. Prorated on the basis of values his plants average a cost of about 5 cents per bushel, not including depreciation and interest on plant. Every year the cost differs, and he felt that the danger was in paying too much rather than too little for wheat. He ended with a strong appeal for putting humanity and idealism into the work, and illustrated the value of friendliness.

John M. McAllister, of Caro, was called upon and said that while it was necessary to have an approximate cost basis, it was difficult to get. He urged the dealers to get a safe margin, for neither the farmers nor business men had any respect for a man who didn't. His plan was to be perfectly frank with the farmers and he found them willing to meet him half way. After a recent inventory at his plants he had found that \$390,000 worth of business had been handled at a gross profit of 6¾ per cent; the cost was 4½ per cent, and the net profit 2¼ per cent. At a cost of 4½ per cent for handling he believed the only way to make money on wheat was not to handle it at all.

W. A. Biles, of Saginaw, agreed with the previous speakers, but stated that, although they had had an expert accountant working for years on the problem, they had not arrived at an accurate cost basis in those plants where many commodities were handled.

RESOLUTIONS

F. E. Young presented the report of the Resolutions Committee. He first proposed that a new grade of hay be recommended to the Grades Committee of the National Hay Association: Grade No. 1 heavy clover mixed, to be clover with 20 to 40 per cent of timothy; or 10 to 20 per cent of timothy and 10 to 20 per cent of other tame grasses.

The regular resolutions offered were: That the reports required by Government agencies should be standardized to conform to the books kept by the average country shipper; that no grain license be issued to anyone who had no permanent equipment for handling grain except at such stations as were not provided for; renewal of pledge of co-operation with the National Association; congratulate and thank Detroit for the excellent entertainment offered; renewal of pledge of support to the Federal Government.

An additional resolution was offered changing the

Southern classification minimum car weight for hay, to be based upon cubical content of car rather than on car length.

The Auditing Committee reported that the books of the treasurer were correct as read.

NEW OFFICERS

The Nominating Committee submitted its report and the following officers were elected: President, Robert Ryon, of Ann Arbor; first vice-president, D. M. Cash, of Detroit; second vice-president, C. E. Noyes, of Jackson; treasurer, Albert Todd of Owosso. Directors for two years: D. M. Mansfield, of Remus; Sid Downer, of Birch Run, and Howard Jeffords, of Marlette.

George Bridge, of Chicago, chief of the forage division of the army, spoke briefly, inviting offers of wheat and straw. He illustrated the growing demands of the Government for these items by saying it was estimated that each man in the army

required 30 pounds of straw. Oats and wheat straw was given the preference. He said he was now buying new hay.

First Vice-President Cash, of Detroit, closed the meeting with a few well chosen words.

THE BANQUET

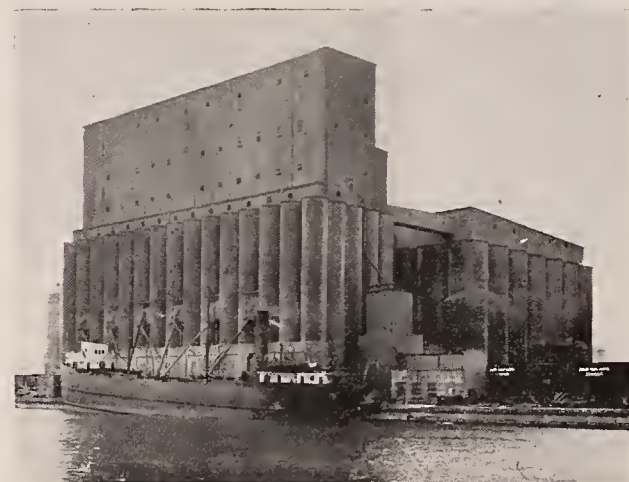
Following the meeting a banquet was held in the main dining room of the Tuller. The tables were well spread with souvenirs by the delegation of seven from Cincinnati. After the excellent repast, John L. Dexter was introduced as toastmaster and he in turn introduced the speaker of the evening, the Rev. M. S. Rice, of Detroit, who gave a most interesting and instructive talk on "America's Efforts in Winning the War." The talk was 100 per cent patriotic and optimistic. Informal talks and a cabaret performance brought the evening to a close.

The World's Greatest Grain Route

The Development of the Great Lakes for Carrying Grain—Leadership Is Assumed This Year for the First Time

BY EARLE WILLIAM GAGE

THE Great Lakes were among the world's leading grain routes before the opening of the European war, but each of the four years of war has experienced greater activity all along these important inland oceans, and 1918 is certain to find the greatest quantity of precious foodstuffs, in the form of grain, moving to the Atlantic Seaboard and large Eastern consuming centers, over the lakes. The railroad situation has served to popularize the water route, while cheaper freight



GRAND TRUNK ELEVATOR AT FORT WILLIAM

rates and superior facilities for handling enormous quantities of grain, make for the lakes a superiority in traffic unequalled.

For several years a large proportion of the surplus grain crops of this country has been produced in regions tributary, in a commercial sense, at least, to the traffic of the Great Lakes. Canada, likewise, finds her greatest producing centers in the neighborhood of the head waters, and such grain as she does not ship out via Hudson Bay this year, will probably take the customary lake route.

This system of inland waterways has afforded transportation facilities which have done much toward giving better and cheaper service in marketing grain. In truth, nowhere else in the grain world is found a finer system of inland water routes than these lakes.

Although the early red men appreciated the desirability of making tours over the lakes, which likewise, to the white settlers, was the country's first extensive transportation system, yet our commercial expansion did not merit an expansion large enough to include very extensive operations over the lakes until about 1870. The past 50 years covers the most prominent events in the development of cheap and efficient transportation in this region, both by water and by rail. But we should not lose sight of the fact that rail has never been able to parallel sail in ability to handle vast quantities of grain in quickest period of time at cheapest rate.

Before 1871 a number of important events affecting the grain trade of the Great Lakes had occurred which have had an important bearing on its later development. A channel cut through the bar at the mouth of Buffalo Creek in 1819 enabled lake vessels to land at Buffalo. Previous to this the vessels anchored offshore, cargo being transferred to and from the town in small boats. Obviously, no great traffic could be handled in an operation demanding such rehandling of grain.

Six years later another important event, which culminated in 1918, occurred, namely, the opening of the Erie Canal. This meant providing facilities for receiving lake traffic at Buffalo and forwarding it thence to New York by relatively cheap and efficient carriers. Before this time all traffic had been handled by stage coaches or wagons between Buffalo and the Hudson River Valley. This meant a limited distribution of grain.

A year previous to the opening of the harbor at Buffalo the steamship *Walk-in-the-Water*, which was really only a boat, made a trip from Lake Erie to Mackinac with goods for the American Fur Company. Thus, a century ago this season was demonstrated the facilities of the Great Lakes for larger commercial usefulness.



PORT ARTHUR VIEWED FROM CANADIAN NORTHERN ELEVATOR

Before 1832 the city of Detroit was the Western terminus of most of the lake traffic, except that of fur traders and military posts. The Black Hawk War, which broke out in that year, was one means of diffusing knowledge of Illinois and Wisconsin throughout the East, and aided to accelerate the settlement of the country on the west shore of Lake Michigan.

With the settlement of Illinois and Wisconsin came an extension of traffic to Lake Michigan. As early as 1833 an association of owners of lake steamboats was organized. This continued until 1836. Another association was formed in 1839, of the lines connecting Buffalo and Chicago.

The route by lake between Chicago and Buffalo is reported to have formed a link in a popular line of traffic between New Orleans and North Atlantic ports. The first part of the journey from New Orleans northward was made by boat on the Mississippi River. In 1841 the fare between Chicago and Buffalo was \$20 for cabin and \$10 for steerage. Rates were quoted for "light" freight, 73 cents per hundred, and for "heavy" freight, 50 cents per hundred pounds. Thus freight traffic between Buffalo and Chicago was well under way in the early forties.

The first grain elevator of commercial proportions made its appearance upon the Buffalo end of the line in 1843, when Joseph Dart erected the first grain elevator. This was located at the mouth of Buffalo Creek, having what was then considered enormous storage facilities, namely, 55,000 bushels, with a transfer capacity of 15,000 bushels daily. Contrast this with the Buffalo we find 65 years later, with storage capacity elevators capable of holding 25,000,000 bushels. To-day the 100,000,000-bushel horizon is in sight.

The production of grain has had an enormous bearing upon the Great Lakes traffic. The area of land in grain in the United States has, compared with the total improved land, undergone relative little change since the Great Lakes became an artery of commerce. According to the census report, the grain land in 1879 was 41.7 per cent of the total improved land; in 1889, 39.2 per cent; in 1899, 50.9 per cent. In the dozen states of the Great Lakes region, the area in grain increased from 64,000,000 acres in 1879 to 103,000,000 acres in 1899, while in the former year the grain area was 45.6 per cent and in the latter year 50.9 per cent of the total improved land. In 1899 five of the states, New York, Pennsylvania, Ohio, Michigan and Wisconsin, had each devoted to grain less than one-half of the total improved land.

About the first recorded shipments of grain from Chicago were made in the period 1838-40, and consisted of wheat only; an annual average of less than 5,000 bushels, scarcely more than half a canal-boat load, was shipped during that period. In 1866-1870 shipments of wheat had increased to an annual average of more than 12,000,000 bushels, while the total shipments of flour and grain of all kinds exceeded 58,000,000 bushels per year.

Chicago, as with other primary markets of the Great Lakes region, has since the beginning of its grain trade shipped a large percentage of its grain and flour by lake. This percentage, however, has declined. In 1871-75, 69 per cent of the grain and flour shipped from this port went by lake, while in 1901-05 the lake shipments were slightly more than 40 per cent of the total.

The transit lines starting from Milwaukee consist of vessels used to transfer railroad traffic across Lake Michigan, and the service is distinct from that performed by lake carriers which cover longer distances and deliver grain at terminal markets like Buffalo. The transit service on Lake Michigan is performed by two classes of vessels: one consists of ordinary carriers which receive grain in bulk from elevators, carry it across the lake, and transfer it again through elevators to railroad cars; the other being ferryboats on which railroad cars are carried across Lake Michigan.

Shipments from Milwaukee to Buffalo are enormous, the principal shipments to Canadian ports being to Georgian Bay and neighboring waters. These latter shipments consist more particularly

of corn, since Canada supplies herself with ample wheat.

The first shipment of wheat from Lake Superior to lower lake ports, in 1870, consisted of 49,700 bushels. During 1871-75 an average of more than 1,000,000 bushels of wheat and more than 2,000,000 bushels of all grain and flour were shipped through canals at St. Marys Falls. All but a very small percentage of the grain and flax seed shipped from Duluth and Superior goes by lake. By far the greatest proportion is consigned to Buffalo.

Of the grain shipped from Chicago, Milwaukee and Duluth-Superior from 80 to 90 per cent is consigned to United States ports; of these shipments, from two-thirds to more than four-fifths is consigned to ports west of the Niagara River. A little more than 4 per cent of the shipments of the three great Western ports passes through Welland Canal to United States ports, and about 3 per cent through that canal to Canadian ports, leaving the balance of nearly 93 per cent consigned to various Canadian and United States ports west of the Niagara River.

To bring the Great Lakes up to an efficient standard for grain commerce it has been necessary to improve the various harbors of the grain loading and elevating ports. It may be roughly estimated that the improvements in channels and harbors, made during the period from 1871 to date, enables one of the largest lake carriers to carry in a single cargo approximately 6,000 tons more at

pounds transported 1 mile. With this unit as a basis, the magnitude of the freight traffic through St. Marys Falls Canal is larger than the average individual would imagine. Approximately 50,000,000 ton-miles is transported through this system each season. The entire Great Lakes region handles about 175,000,000 ton-miles, as against 220,000,000 for the entire railroad system of the United States.

The reader is by now imagining that the Great Lakes hauls are for comparatively short distances, and that the traffic is not after all so vital as the figures would cause one to believe. The average length of the haul for St. Marys Falls Canal was 842 miles, for the entire Great Lakes system, 143.8 miles, as against 253.9 for the traffic of the entire railroad system of the country.

Thus one can appreciate that the Great Lakes have a very close and important place in America's leadership in the world's grain market, and that the excellent transportation facilities thus afforded, are unequaled elsewhere in the world.

CANADIAN HOUSE IN WHEAT CENTER

The Western provinces in Canada have been developed almost entirely as a grain producing country. This development has come so recently that grain handlers had the advantage of the experience of the whole world in these matters, and



PLANT OF THE PIKE GRAIN COMPANY, LTD., AT GRAINGER STATION, ALBERTA

present than could have been carried in 1871. Expressed in terms of wheat this increased tonnage, due to deepened channels, would equal 224,000 bushels in each of the largest cargoes.

The surface of Lake Superior is only 29 feet higher than that of Lake Erie, of which 21 feet is due to the rise at St. Marys Falls, and 8 feet to the difference in level between Lake Huron and Lake Erie. In contrast with this slight variation in altitude between Lake Erie and Lake Superior is the great drop of 327 feet between Lakes Erie and Ontario. One effect of these conditions is to confine the traffic of the largest lake vessels to routes west of Niagara Falls. In order to open Lake Ontario to this Western traffic, Canada enlarged the Welland Canal system to one and one-half times its former depth.

The Great Lakes navigation season opens in April and closes in December, just previous to Christmas. The St. Marys Falls Canal is open from 219 to 264 days per season; Welland, about 236, while the Erie Canal opens the first week in May and closes in December. The average length of the lake season of navigation is about 216 days for the entire system.

Strange as it may seem, the Great Lakes does nearly as much business as the entire railroad system of the United States. This gives some conception of the enormous traffic of the Great Lakes, and of the growing popularity of the inland water ways system. The unit of quantity of traffic is the ton-mile and its equivalent to 1 ton of 2,000

adopted at the outset the most economical way of handling grain. As a result, Canadian elevators, country, transfer and terminal, are not excelled in any country.

The accompanying illustration shows a country house that well illustrates the point. It is the elevator at Grainger Station, Alberta, belonging to the Pike Grain Company of Calgary. In construction, convenience and appearance the house compares most favorably with the elevators of this country of same capacity, 32,000 bushels.

A striking feature is the advantage taken of the advertising possibilities of a structure of this character. That neat and striking black sign is a notice to the entire Grainger world and for many miles around that the Pike Grain Company will take care of all or any part of the output of Grainger farms.

And that output is considerable. Last fall one 47-acre field threshed out 53 bushels of wheat to the acre. And it is interesting to note that there is plenty of good land in the district that can still be obtained for \$40 an acre.

This station at Grainger is one of many operated by the Pike Grain Company, which, during the past year has materially increased its elevator holdings in the province. When one considers the comparatively small acreage under cultivation in Alberta compared with the total area, the future possibilities take on enormous proportions and the Pike Grain Company is fully alive to the conditions.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL., AUGUST 15, 1918



GET ENOUGH

ONE of the greatest difficulties the grain dealer will have to contend with this year will be in persuading the farmer that the spread between the country elevator and the terminal market or Government price is nearly twice as much as it was two years ago. Where he has been accustomed to getting 10 cents under terminal price for wheat, a spread of 20 cents will look very large to him, particularly as he will do his figuring on No. 1 grade prices regardless of the grade his wheat will take. The dockage question is new and will make trouble, unless the operator is equipped to show him by actual weight test. ¶ On another page the opinion of many shippers is expressed as to just what margin the country dealer should take to play safe. They range from 6 to 11 cents. Both extremes are probably wrong unless in exceptional cases. Eight or nine cents will be safe at most stations, and there will be no war profit in it either. The difficulty will be in making the farmer see it. ¶ Mutual confidence is the only substantial foundation for permanent business relations. Take the farmer into your confidence. Post in a conspicuous place the various items that make up the spread. It may prevent an argument and, what is more to the purpose.

may stiffen your backbone. Better close your house than do business at a loss. At least you can sell your own time in some manufacturing industry, and show a profit. No man should give his time away unless he works for the Government as a \$1-per-year expert, the Red Cross or the Y. M. C. A. We need the money to pay taxes, incidentally to buy a shirt for the baby. Get what is coming to you. The Government will see that you don't take more.

THE HIGH COST OF CARELESSNESS

CARELESSNESS is a worse enemy than U-boats. It causes more losses in this country in a month than air raids on London and Paris cause in a year. It is the Kaiser's chief ally in America, and it serves him well. ¶ Carelessness in planting smut infected seed costs us 90,000,000 bushels of good grain each year, sometimes much more than that. Carelessness in building granaries causes a \$10,000,000 annual loss from rats and mice. But the chief weapon of carelessness is fire. Our fire losses in the last decade would almost pay our war debt, and 90 per cent of fires are preventable. If half the energy, efficiency and good will were put into fire prevention that has gone into shipbuilding in the last six months, we could not be accused of being the world's greatest wasters. ¶ The Department of Agriculture, through the pledges that are being signed by elevator and mill employes, is enlisting a home guard that will have a place on the firing line against the Huns. The army of fire and dust explosion fighters are ready and eager. How about the officers who will direct the battle? Every elevator manager is a captain defending a salient against the enemy. He is on duty and responsible. If he sleeps on the job he is no more excusable than the sentry over there. "Black Jack" Pershing has no use for the soldier who sleeps on duty, and public opinion should condemn the fire slacker just as bitterly at home.

CROP LOSSES IN JULY

EXTREME heat caused some losses in grain in July, but the August 1 Government report indicates that the losses were not as severe as were anticipated in many quarters. Winter wheat lost 1,000,000 bushels, the final estimate being for a yield of 556,000,000 as against 418,000,000 bushels last year. Spring wheat lost 12,000,000 bushels, indicating 322,000,000 this year compared with 233,000,000 bushels in 1917. Total wheat estimate is for 878,000,000, a gain of 227,000,000 bushels over the yield last year, which puts our bread larder in a bulging condition and insures our Allies an adequate supply. ¶ The loss in corn was 191,000,000 bushels, but at that we will probably have more marketable corn than the record crop of last year produced, as the grain is well advanced and will probably mature before the frost catches it, that being one of the greatest hazards in corn growing. The prospect is for a crop of 2,989,000,000 bushels. ¶ Oats will yield 1,428,000,000 bushels, as

against the forecast of 1,437,000,000 bushels on July 1 and the yield of 1,587,000,000 bushels last year. Barley promises 232,000,000 bushels, as against 209,000,000 last year; rye 76,700,000 compared with 60,100,000 bushels in 1917; and hay 99,300,000 tons, as against 94,900,000 tons last year.

A FRIEND OF BELGIUM

NO grandiloquent title or patent of nobility could have so deep a significance as the recent honor conferred upon Herbert Hoover by King Albert of Belgium. "Honorary Citizen and the Friend of Belgium." That is what his new title is in Belgium, and he alone in all the world can bear it. We are just beginning to appreciate Mr. Hoover in this country. He created a 130,000,000-bushel surplus of wheat out of nothing. He handled \$50,000,000 of Government funds and returned a small profit to the Government. He is returning to the grain trade as full control of their business as conditions will allow, and will eventually withdraw all Government interference. His policy has been to do by co-operation rather than to gain his end by forceful coercion. Diplomacy and tact, a willingness to listen to advice and a firmness in carrying out his ultimate decisions have won the respect of the entire trade. His organizing ability, his energy and untiring devotion to the great task he assumed has won the gratitude of the whole suffering world.

COMPENSATION FOR WAR

THE grain trade is inclined to believe that General Sherman expressed the Alpha and Omega of war in his well-known brief description. But as the far-reaching field of war activity spreads over the country we are gradually coming to realize that there will be some material compensation for the lives and money we are spending to dispell the dream of the mad brute of Berlin. We speak of material compensation alone; of mental and spiritual compensation there is much, enough to wipe out the entire score, for it will be a cleaner, purer, fairer world when the Hun shall finally be defeated. ¶ The knowledge in surgery and medical science has been advanced a whole century in the four years of warfare; chemistry and metallurgy have advanced by leaps and bounds; factory organization has received an impetus by which we will benefit for years to come; and the country is alive to the interrelation of its commercial parts. ¶ One of the thousands of advances science has made was brought to our attention the other day. It will effect every elevator in the country, and every other industry where machinery is used. In a plant where Government war contracts are handled on an enormous scale there are 500 men employed just for scraping and smoothing babbitted bearings. Within the last two weeks one of these scrapers discovered that babbitting has a nap or grain and experiments showed that there was something like 90 per cent more friction when the bearing was revolved against this

nap than when it revolved with it. In the future babbitting will be put in with the nap set properly and thousands of horsepower will be saved each year by this one little thing. Important discoveries are being made every day and when they are all put into general use the benefits to industry cannot be computed.

SEED CORN

GERMANY has shown us the tremendous effect of organized propaganda. It is just as efficacious for good as for evil, and grain dealers have an opportunity now for putting it into effect. Corn is ripening; it is approaching the time when hand picking for seed must be done. Boost hand picking of seed ears in the field. Yield from selected, tested seed will run many bushels to the acre above an indiscriminate planting. The larger yield will bring more grain to your elevator, so there is a strong selfish reason why you should try the power of propaganda. But there is a better reason. Good crops increase prosperity of the country and insure our supply of foodstuffs. A poor crop might set back the termination of the war a whole year. We must have food at home and abroad and seed selection is one of the sure ways of getting it. ¶ Remind every farmer that comes to your house of the advantages of seed selection in the field where he can choose the best, and you will be doing a kindness to the farmer, your country and yourself.

OFFICIOUS COUNTY AGENTS

COUNTY agents have been such an instrument of good in many territories that their counties have been made over since their arrival. They have organized, instructed and advised and have raised farms from struggling or losing propositions to prosperous organizations. On the whole the county agent proposition has been a successful and valuable achievement, but there are a few agents who are not satisfied with increasing the crop yield of their territory and putting farms on a paying basis, but have endeavored to run the entire business of the county. ¶ Complaints have been made from some sections that the county agent has been telling the farmers that they are not getting enough for their grain at the shipping point, and if the elevator won't give more to refer the matter to him. There are some agents who know much about farms and little about elevators and the cost of handling. Where this officiousness manifests itself, the wise elevator operator will have a heart-to-heart talk with the agent, show him what it costs to do business, and display a willingness to meet him half way on his ideas. Most agents are intelligent men who can be shown without great trouble. There are a few, however, who have the co-operative bee in their bonnet and use their influence against the elevator as the first step toward the organization of a co-operative elevator company. Fortunately this class of agents is very small, and usually friendliness and the appeal to

reason will win the day. If the elevator operator is charging an exorbitant margin the agent that complains and warns his patrons is well justified.

EDITORIAL MENTION

The heat is making corn bears panicky.

Is your name on the Pershing list of W. S. S. buyers?

On August 12 Chicago received 1,973 cars of wheat. About one-third was consigned to the Grain Corporation via lake. All grain receipts totaled 2,136 cars.

If some of the statements that are made in Congress were made on the street with a German accent, the speaker would be interned for the duration of the war.

All camps and cantonments now have a competent hay inspector to grade all hay and straw received. Uncle Sam is getting to be the world's greatest consumer of hay.

Over there a boy covers up his wound so he won't be sent back out of the fight. Over here some men falsify their tax lists so they won't have to pay so much to the Government.

While there is a decided car shortage, the railroads are handling more grain with less confusion than they ever have before. All markets are receiving large quantities with St. Louis, Kansas City and Chicago going over the top.

River traffic on the Mississippi has been revived. It will not avail much for the grain dealer until automatic handling equipment is installed along the route. There is already a great quantity of grain waiting for the new barges.

Association membership is booming. Every grain organization reports material gains. The man who thinks he can paddle alone against the current is liable to go on the rocks. We need each others support in these difficult times.

Dr. J. W. T. Duvel is back from Australia and will have some interesting things to tell at the National Association meeting in Milwaukee on September 23. It is time to think about attending that meeting. You will be sorry if you miss it.

The State Council of Defense of North Dakota, a Townley organization, first threatened to take over the operation of all elevators in the state and then announced a farm moratorium. Protests from grain dealers made the Council withhold its plans for the elevator confiscation and a conference with the bankers of the state induced them to so mod-

ify the moratorium that the credit of the state is not entirely destroyed. Bolshevik tactics won't work any better in this country than in Russia. Trotsky and Lenine are reported to have fled to Germany. Mr. Townley take notice.

The commercial grain storage capacity of the United States is over 1,000,000,000 bushels, about one-sixth of our grain production. But a large part of the corn, our largest crop, does not enter the elevator at all, being consumed in its native country.

A campaign for increased acreage is on. Nothing is more important at this time, for the war is a long way from ended. It is 470 miles from the front line to Berlin and there are still many Huns in the way. We will get there, but we will need a big crop next year to do it.

In Kentucky wheat is handled largely in bags. The money that will be spent in rental of these sacks this year would build forty-five 25,000-bushel elevators. In addition, would be a saving in handling cost at least as great. It seems to be about time for Kentucky to get busy.

Practical patriotism can be witnessed at Wabash, Ind. The Wabash company of Liberty Guards are voluntarily mounting guard over the four elevators in the city. This is a service that has an immediate bearing on the war, and is an example for home guards everywhere.

The Italian Government has requisitioned the crops of oats, beans and carrots. While the food situation is still critical in Italy it is better than it has been for the past two years. Italy certainly deserves the best there is and plenty of it for her wonderful military record during the past six months.

Farm labor is scarce, but city men are getting into the work and have made good in the majority of cases, not like regular hands however. The farmers can look forward to the time when the husky lads get back from France. Getting in a grain crop will seem to them like a game of croquet or checkers.

Good news continues to come from France, but don't get overconfident. When the Canadians and British captured Vimy Ridge two years ago many people thought the end of the war was near. We have a hard fight on our hands yet, and we at home must continue to back the boys. Bonds and Stamps are your only excuse for staying home.

A Dakota farmer has figured out that he isn't so badly off in spite of the high prices he pays. It only takes 70 bushels of wheat now to pay the interest on a \$2,000 loan, while four years ago it took 140 bushels; and he can now buy a binder for 140 bushels of \$2 wheat when he had to pay 160 bushels of \$1 wheat for the same binder four years ago. The farmer is right. The value of a crop is what you can buy with it.

F. J. SEIDL
Minneapolis.

NEWS OF THE TERMINAL MARKETS

T. J. STOFFER
Buffalo.

ADVANCE IN RATES

A proposed amendment to the rules of the Chicago Board of Trade advancing commission rates on grain futures \$2.50 to non-members, making the rate \$10 for 5,000 bushels and \$5 to members has been referred to the rules committee by the Board of Directors.

NEW RATE FOR HANDLING GRAIN

The Grain Men's Terminal Elevator Association recently announced a rate for handling the grain at Chicago for the Government of 1 cent per bushel for the first 10 days and 1/25 of 1 cent per bushel per day for each succeeding day. This is a slightly lower rate than that in force in some of the other markets.

NO MONOPOLY DESIRED

The Winnipeg Grain Exchange of Winnipeg, Man., recently forwarded to Sir Robert Borden, premier of Canada, a protest against the continuance of the monopoly enjoyed by the Wheat Export Company. It denies any alleged economy obtained by the export company and points out the great unfairness done to the regular Canadian grain trade.

MUST BUY ON OPEN MARKET

The Canadian Grain Commission recently published a ruling that permits would no longer be granted for the export of grain screenings from Canada until there was filed with the application a certificate from the secretaries of either the Winnipeg Grain Exchange or the Fort William Exchange stating that they were bought on the open market.

TIME TO CONSIGN OATS

Southworth & Co. of Toledo, Ohio, say in late letter: "Also urge consignment of oats. Haven't advised this for some time, but believe conditions now more favorable. Oats prices now nearly as low as they can go under existing conditions. Buying of oats in face of comparatively poor cash demand is due to cheapness compared with corn. This is general feeling, although one cash handler puts it the other way around and says, 'Why isn't corn too high compared with oats?'"

ACCREDITED CROP REPORTS

The directors of the Chicago Board of Trade, Chicago, Ill., will not permit the circulation of crop news by others than accredited crop experts. They are as follows: J. Ralph Pickell, *Rosenbaum Review*; The *Modern Miller*; John Inglis of Logan & Bryan; B. W. Snow of Bartlett Frazier Company; Joseph Wild of E. W. Wagner & Co.; George M. LeCount of Block, Maloney & Co.; J. M. Coughlin; Frank I. King, Toledo; Charles E. Lewis, Minneapolis and Winnipeg; Peter Goodman of Clement, Curtis & Co., Chicago; H. I. Baldwin, Decatur, Ill.

MILLING DEMAND NOT KEEN

The *Rosenbaum Review* of Chicago, Ill., published by the J. Rosenbaum Grain Company, has the following to say on corn in the Grain Trade Review article, issue appearing August 10: "There has been somewhat of a narrowing between the sample grades and the good cash corn, the former being taken by the industries and distillers, while the milling demand has not been very keen. The regulations as to the use of substitutes have not been issued as

yet, but should be shortly. When they are issued the demand may improve. The run has held up much better than expected, especially for this season of the year. The quality remains about the same as heretofore, the bulk of the arrivals showing an excessive amount of damage. Deliveries on August contracts have been rather heavy."

ROBERT G. BELL

There are a great many parents who believe in military training for their sons. Likewise, there are sons who evince a strong leaning towards the military school rather than the state or other college where the "drill" or study of Upton's Tactics forms a part of the curriculum. "Bob" Bell of Milwaukee, son of Wallace M. Bell, was one of these latter and the training which he received at Culver Military Academy at Culver, Ind., is showing its efficiency in his advance on the Huns.

After leaving the military school young Bell joined the W. M. Bell Company, one of the leading



ROBERT G. BELL

grain firms of Milwaukee, as secretary, serving for three years until he enlisted in December, 1917. He is now in France with the United States Base Hospital Corps No. 22, largely composed of physicians of Milwaukee and Wisconsin. When last heard from "Bob" was located at Bordeaux from where he expected to go to the front lines.

EXPECT INCREASED CORN RECEIPTS

"A moderate increase in corn receipts can be expected shortly, as the threshing of wheat and oats is rapidly nearing completion, and the large movement of those grains should subside to normal proportions and whatever corn is still unsold will probably be moved to market.

"Oat futures extremely dull; there is a noticeable lacking in the buying power. The selling against the current receipts has supplied all the investment

and speculative demand, and until this condition is relieved by further export purchases, the market is liable to continue lifeless."—*Simons, Day & Co., Chicago. From Market Letter of August 14.*

PROTEST AGAINST LOADING RULE

A new rule of the Bureau of Standards of the Department of Agriculture, Washington, D. C., that cars of shelled corn be loaded within 18 inches of the top met with a protest from members of the Toledo Produce Exchange, Toledo, Ohio. The corn millers on the Exchange allege that such loading will not permit of proper inspection which can best be made under the old rule of loading to within 30 inches of the roof of the car. The new rule would not permit the inspectors to obtain a fair sample and hence the protest was filed.

VISIBLE SUPPLY WILL BE FAT

"It is gaining rapidly. Wheat receipts are very large. Visible supply had a lean and hungry look for a long time. It was almost exhausted, both visible and invisible, but there was no famine hysteria like May, 1917, when many leaders with the best of intentions were warning against the probable shortage. Innocent people are easily alarmed. They stormed mills and demanded flour. Spring wheat will soon start to move, but there will be a good demand for that kind of flour and stocks there may not increase much before September."—*C. A. King & Co., Toledo, Ohio, Special Market Report of August 12.*

WILL PREVENT RAILROAD CONGESTION

Directors of the Chicago Board of Trade on August 8 authorized the To Arrive Committee of the Board to take control of the disposition of all wheat arriving in that market. The committee was instructed to work in conjunction with the Food Administration in making distribution of arriving grain and promote rapid delivery and movement of wheat intended for delivery to the Government, as well as to secure the utmost efficiency from the city's elevator capacity.

The measures were adopted to prevent a threatened embargo on account of railroad congestion.

RAILROADS DOING BETTER

"While it is conceded that a thorough breaking of the drought Southwest is necessary to prevent further loss in corn in that section, many are calling the trades' attention to the fact that the outlook elsewhere is very encouraging—so much so, in fact, that the belief is freely expressed that the loss in the Southwest will be more than offset by the principal producing states. However, it's a weather market.

"The fact that railroads have been able to handle such a tidal wave movement of grain has been a very agreeable surprise to the trade and has silenced talk of car shortage, and it is now believed that movement of oats will be more than sufficient to supply immediate needs. County advices indicate a liberal movement."—*Logan & Bryan, Chicago, Ill. From Market Letter of August 14.*

DON'T SHIP BULKHEAD LOADS

Pope & Eckhardt Company of Chicago, Ill., say in late market letter: "In these very busy days in the grain trade, labor in this city and surrounding switching district is exceedingly high and at that high price is extremely difficult to engage and to hold; therefore, bulkhead loads are today un-

salable. Our advice is—for the present—don't ship any bulkhead loads. They will only add grief and much expense, in fact unless some unusual circumstance arises the number of these loads accumulating will mean very serious losses to the shippers. The extra time to unload them at the elevators means such serious delays in the handling of other cars waiting to be unloaded, that the extra cost, loss of time and the incidental expense in demurrage incurred on the delayed loads is so great that you will readily appreciate why the buyers refuse to consider them."

WANTS FAIRER FREIGHT RATES

John G. McHugh, secretary of the Minneapolis Chamber of Commerce, Minneapolis, Minn., recently addressed an open letter to Edward Chambers, director of traffic, Washington, D. C., in which he called attention to the unjust restrictions under which producers of the Northwest were suffering as to arbitrary freight rates and transit regulations. He asked for relief in the following summing up:

"1. Freight rates from territory Northwest of a line from La Crosse, Wis., to Omaha, Neb., should be less to Duluth than to Chicago, with transit at Minneapolis, without penalty on the through rate to Duluth. Where a slight out-of-line haul results via Minneapolis, a slight penalty should apply at Minneapolis, sufficient to cover the slight out-of-line haul, if any. This to include Omaha itself, making the rate to Duluth from Omaha the same as to Chicago from Omaha.

"2. Transit at Minneapolis without penalty on all Montana grain on the through rate to Chicago.

"3. Transit at Minneapolis on all grain from South Dakota and from Minnesota northwest of a line from Minneapolis to Sioux City, Iowa, without penalty on the through rate to Chicago; or with a slight transit penalty in strict harmony with the out-of-line haul to Chicago via Minneapolis.

"4. A 2½ cent out-of-line haul transit penalty at Minneapolis on grain from the Great Northern Railway and Soo Line, on the through rate to Duluth."

Minneapolis asks only that it be placed on a fair competitive basis with other terminals.

CHANGES IN MEMBERSHIP

Chicago.—New members on the Board of Trade are: N. T. Burdick, H. G. Atwood, Walter W. Smith, Geo. E. Thompson, H. J. Mayer and Barton Millard. The memberships of the following have been transferred: G. T. Thorson, L. E. Hall, J. E. Steever, O. S. Dowse, W. A. Scoville and N. McD. Freeman. Reported by Secretary John R. Mauff.

Kansas City.—I. H. Blood has been admitted to membership on the Board of Trade on the transfer of L. R. Stevens; Oscar T. Cook on that of Otto S. Waller; C. S. Leach on that of F. R. Warrick, and Edgar R. Welch on that of F. W. Langenberg. Reported by Secretary E. D. Bigelow.

Milwaukee.—Memberships in the Chamber of Commerce have been granted the following: Clinton B. Fisk, Harold H. Hicks, John F. Dunphy, F. W. Davidson and M. J. Mitzenbeim. C. E. Grimes, J. B. Gilfillan, Jr., Jos. J. Phelan and Max Hottelet have had their memberships in the same organization transferred. Reported by Secretary H. A. Plumb.

New York.—Robert B. Gentles with Lewis, Proctor & Company; Edw. A. Carpenter, of Keusch Grain Company, and Benj. Manilla, of the Hales & Edwards Company, Chicago, have been admitted to the Produce Exchange.

San Francisco.—Richard C. Hyland, of the Hyland Bag Company, and Philip B. Anspacher, both of San Francisco, have been elected to membership in the Grain Trade Association, whereas Chas. J. Perry has resigned from the same organization. Reported by Secretary D. Belknap.

Toledo.—New members in the Produce Exchange are: John Larrowe, president of the Larrowe Milling Company, Rossford, Ohio, and W. J. Perry, with the Rosenbaum Bros. Reported by Secretary Archibald Gassaway.

TWO LUMINOUS STARS

A service pin with two stars is proudly worn by J. H. Devlin, manager of Albert Miller & Co., Chicago. Each star represents a son, and the record already made by the boys is cause for congratulation. Mr. Devlin is a loyal American citizen, but was born in Canada and came to this country 27 years ago. His wife was an Alsatian girl and came



LIEUTENANT JOHN L. DEVLIN

to the United States from France. Now they see their children fighting for the homes of their birth.

John L. Devlin graduated last year from the University of Illinois at the age of 22 years, and entered the employment of Albert Miller & Co. He enlisted as a private when the call for volunteers was made, and at Camp Dodge, Iowa, he soon earned and received his chevrons. When the third officers' training camp was organized Mr. Devlin was chosen to take the training and when the period was ended was rewarded with the gold bar of second lieutenant. He is now stationed at

Camp Pike, Ark., training the recruits of the National Army.

Julien W. Devlin, at the age of 20 years enlisted in the 149th Artillery, from the University of Illinois, where he was in his second year. Just before his regiment left for France he became sick and was given an honorable discharge. His service might well have ended with this effort and his record been clear, but he was not satisfied. He was determined to get into action for the cause he knew to be just, so he enlisted with the Royal Air Forces of Canada. He will receive his commission as First Lieutenant on August 15 at the age of 21. He is at present at Camp Borden, Canada, where he will remain until called into service.

Our best wishes are extended to both boys and our hearty congratulations to Mr. Devlin for two such sons.

TERMINAL NOTES

Stair, Christensen & Timmerman of Minneapolis, Minn., have closed their office at Duluth, Minn.

T. E. Moran has been appointed manager of the cash grain business of E. Lowitz & Co. of Chicago, Ill.

The Home Elevator Company of Indianapolis, Ind., has increased its capital stock from \$5,000 to \$50,000.

The A. C. Gale Grain Company of Cincinnati, Ohio, has increased its capital stock from \$50,000 to \$95,000.

The Leopold-Briggs Grain Company has been formed to conduct a general cash grain business at Omaha, Neb.

Roy Winters of Hulburt, Warren & Chandler of Chicago, Ill., is spending a few weeks on his farm in Streator, Ill.

The Magee-Lynch Grain Company of Cairo, Ill., is again operating its Delta Elevator after a short shut-down for repairs.

Grey-Harsh & Co. of St. Louis, Mo., are now operating the grain elevator formerly owned by the C. H. Albers Commission Company.

John A. Ferger, formerly of the Ferger Grain Company of Cincinnati, Ohio, is engaged in U. S. service at Ft. Oglethorpe, Ga.

Harry T. Bickel was recently elected vice-president and manager at Milwaukee of the Flanley Grain Company of Sioux City, Iowa.

The Young Grain Company of Toledo, Ohio, has moved into larger quarters on the thirteenth floor of the Second National Bank Building.

J. W. Robinson, for several years past with McCaull-Dinsmore Company of Minneapolis, Minn., is now with the International Milling Company.

Samuel Phillips, formerly with Hallet & Carey Company of Minneapolis, Minn., has made arrangements to enter the grain business at Chicago, Ill.

Bert Davis, with Lamson Bros. & Co. of Chicago, Ill., and member of the Chicago Board of Trade, has joined the wireless telegraphy battalion at Great Lakes.

The Portland Grain Company of Portland, Me., has been organized with a capital stock of \$100,000 to conduct a general business in grain, flour and feed.

E. P. Kehoe has resigned his office as statistician for the Minneapolis Chamber of Commerce to take a position with the Fraser-Smith Company of Minneapolis.

L. Bartlett & Son Company of Milwaukee, Wis., has established a branch office at Chicago in charge of Herbert J. Mayer. It is located at 504 Gaff Building.

Charles E. Porter, chief of the State Grain Inspection Department in Portland, Ore., operating under the Public Service Commission, has resigned the office.

Fred D. Stevers, a well-known cash grain handler on the Chicago Board of Trade, has become associated with Hales & Edwards Company continuing his grain merchandising trade through this house. Hales & Edwards have elevator capacity of 5,000,000 bushels, a competent force of cash grain men and keep in close touch with Eastern markets.

The new corn plant at Clearing, Ill., a suburb of Chicago, built by the Washburn-Crosby Company of Minneapolis, Minn., is expected to be placed in



PILOT JULIEN W. DEVLIN

operation very shortly. Arthur C. Angove, well-known in the flour brokerage interests of Chicago, will manage the plant.

The Armour Grain Company of Chicago, Ill., is making arrangements to place a private wire on the main trading floor of the Baltimore Chamber of Commerce.

The Kansas City Board of Trade has advanced the price of original memberships from \$10,000 to \$15,000. A recent sale of a membership was made at \$10,000.

John C. Gimpel, recently inspector of grain on the Baltimore Chamber of Commerce, Baltimore, Md., has taken charge of grain inspection at Newport News, Va.

Louis Mueller, head of the Mueller Grain Company of Peoria, Ill., paid a recent visit to his son who is in training for war service at Great Lakes Naval Station, Great Lakes, Ill.

G. C. Henderson, who has been traveling in Texas for the Kemper Mill & Elevator Company of Kansas City, Mo., has been made manager of its Fort Worth branch.

C. B. Barron, formerly Federal grain supervisor at Memphis and Kansas City, is now supervising inspectors of grain and will handle appeals and disputes at St. Louis, Mo.

The J. L. Frederick Commission Company of St. Louis, Mo., has been chartered with a capital stock of \$20,000 by Joseph L. Frederick, John M. Flynn and John W. Dailey.

Louis H. Clough, Jr., who has been for a number of years past with the Osborn-McMillan Elevator Company of Minneapolis, Minn., has formed a connection with E. L. Welch & Co.

Guy Luke of the J. C. Luke Grain Company of Peoria, Ill., left early in August for the training camp at Syracuse, N. Y. This was the third enlistment from the Luke grain office.

The Hayes Grain & Commission Company of Chicago, Ill., has been incorporated with a capital stock of \$10,000. Incorporators are Earl T. Longworthy, H. Bramlit and Edward Wood.

E. E. Huntley is now representative at Omaha, Neb., of the J. Rosenbaum Grain Company of Chicago, Ill., succeeding Edw. P. Smith, who resigned on becoming mayor of the city of Omaha.

Harry S. Cicard and Benjamin Dunner have taken over the Quaker City Grain Company of Philadelphia, Pa., Samuel Coane having retired. Business will be continued under the old firm name.

Thomas Piercy, the first employe of Ware & Leland of Chicago to enlist in the navy, is in Chicago on a visit to his family. He was given a rousing reception when he appeared "on 'Change," where he has many friends.

Tracy Cockle, treasurer of the Aylsworth Grain Company of Kansas City, Mo., has resigned this office and will take a vacation of some weeks duration after which he plans to re-engage in the grain business.

The Scott-Wild Grain Company has succeeded the J. G. Wild Grain Company at Omaha, Neb. Harry E. Scott, who joins the firm, has been engaged in the grain business in the West for the past 15 years.

Elmer E. Cope and Lawrence Kearney, recently with the Updike Grain Company of Omaha, Neb., have formed a partnership to engage in the cash grain business at Omaha. Offices are in the Grain Exchange Building.

C. E. Lewis & Co. of Minneapolis, Minn., have moved their headquarters from the fourth floor of the Chamber of Commerce Building, Minneapolis, Minn., to Second Avenue South and Sixth Street in the uptown district.

The management of the grain elevators of the Baltimore & Ohio Railroad and Western Maryland Railroad at Baltimore, Md., has consolidated with J. A. Peterson, superintendent of elevators, and J. H. Warren as assistant superintendent.

Martin Hicks is again representing W. S. Nicholson Grain Company of Kansas City, Mo., on the road, soliciting consignments of grain to the Kan-

sas City market. With the exception of only a few seasons, Mr. Hicks has traveled for this firm since 1897.

Receipts of wheat at St. Louis, Mo., in July were the highest for any month in the history of that market aggregating 8,613,092 bushels as compared with 2,114,335 bushels received in July last year.

Chicago received its first car of new spring wheat on July 25 as compared with first arrival on August 13 last year. It was from northern Iowa, graded No. 1 Northern and sold for \$2.35 per bushel. Last year's price for first arrival wheat was \$2.70.

On the discontinuance at Toledo, Ohio, on August 1, of the Central Milling Division office, William S. Thompson of that office, went with Southworth & Co. of Toledo and J. E. Churchill with the Churchill Grain & Seed Company of Buffalo, N. Y., with which he was formerly connected.

F. A. Derby, president of the Derby Grain Company of Topeka, Kan., and former president of the Kansas Grain Dealers Association, will give his services to war Y. M. C. A. work leaving for France about September 1. Mr. Grubb and Mr. Parker will have charge of the business during his absence.

The Bingham-Hewett-Scholl Company of Indianapolis, Ind., has acquired the Gale Bros. Elevator at Cincinnati, Ohio. It is being renovated and put in proper order for the modern handling of grain and the company will, when the improvements are completed, engage in the grain business at Cincinnati.

The St. Paul Hay & Grain Board of St. Paul, Minn., elected J. A. Tierney president at the annual meeting held in July. George Fisher was elected vice-president and F. Knapp, treasurer. The office of secretary was dispensed with during the war as the members will take care of the secretarial work.

E. Rothschild of the Rothschild Grain Company of Atlantic, Iowa, moved to Omaha, Neb., on July 22 to take charge of the Fisher-Rothschild Grain Company, having purchased the interest of C. V. Fisher in that concern. Abe Rothschild, assisted by George Rau, has assumed the management of the Atlantic office.

A useful desk gift is being mailed their friends by Elmore-Schultz Grain Company of St. Louis, Mo. It is a paper weight and mirror, the latter reflecting the smile that won't come off the faces of those who ship their grain to this well known and popular firm. There was printed on the gift that "Missourian evidence is furnished to those who doubt it."

The Burns Grain Company of Buffalo, N. Y., have sent to their friends a wall hanger showing equivalents in cents per bushel on various grains of different freight rates, also per bushel equivalent of 3 per cent war tax and nearest equivalent in cents per bushel and fractions thereof of combined freight and tax. The grains included are wheat, corn and rye and oats.

The Smith & Jenkins Grain Corporation of 730 Chamber of Commerce, Buffalo, N. Y., has taken over the business heretofore conducted by Howard J. Smith and by Smith & Jenkins. Howard J. Smith is president and Thos. H. Jenkins, vice-president of the Corporation. Business will be conducted with the same attention to their customers' interests which characterized the old firm.

It is announced that the license of the Union Grain Company of Fort Worth, Tex., has been revoked by the United States Food Administration because the company failed to make adjustment in accordance with direction of the Texas Federal Food Administration with the Kemper Mill & Elevator Company of Kansas City, Mo., for four cars of corn which the Kemper company handled for the Ft. Worth firm.

The Moss Grain Company of Kansas City, Mo., has gone out of business, Celsus P. Moss, head of the concern having gone with the Peet Bros. Manufacturing Company as trust officer. The consignment department of the grain company was taken over by the William S. Dilts Grain Company and

the hay, seed and feed business by the Croysdale Grain Company, B. B. Harper of the Moss company, joining the latter firm. Mr. Moss had been engaged in the grain business at Kansas City for the past 37 years.

The Dustin Grain Company of Oklahoma City, Okla., has leased the terminal elevator on Walnut and Chickasha, with capacity of 100,000 bushels. They expected to have this house in shape to begin operations about August 1. The house is equipped with a 100-ton track scale and also a 100-ton hopper scale, and they are having the track scales torn out and rebuilt subject to the test and the approval of the railroad companies and the Western Weighing Association. They will put the house under official grades in and out and the weights under the supervision of the Western Weighing Association. The house is well equipped with all kinds of machinery for cleaning and clipping grain. They are also installing an automatic sacker and will be in position to do any kind of work that their customers may want done. They will also store grain for the public or those desiring such services.

The Eikenberry-Fitzgerald Company has been incorporated with a capital stock of \$315,000 and has acquired and will operate the Ferger Grain Company plant at 1100-1200 Hopkins Street, Cincinnati, Ohio. All the members of the new concern are well known to the grain trade. E. C. Eikenberry, president of the Grain Dealers National Association, and C. M. Eikenberry, recently elected to the presidency of the Ohio Grain Dealers Association, have been for years engaged in the grain business at Camden, Ohio, and branches. E. A. Fitzgerald is president of the Cincinnati Grain & Hay Exchange and with his brother, R. S. Fitzgerald has conducted the old established business known as the Fitzgerald Bros. Company. The company will engage in the general grain, hay and feed business on a wholesale scale and will manufacture its own feeds. They will have complete facilities with large warehouse and elevator of 80,000 bushels' capacity.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of July, 1918:

BALTIMORE—Reported by Jas. B. Hessong, secretary the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus...	1,195,460	1,570,777	147,072	1,254,189
Corn, bus...	175,736	2,526,613	.....	455,040
Oats, bus...	1,600,076	2,446,268	1,646,476	786,230
Barley, bus...	18,973	352,147	.....	328,132
Rye, bus...	54,726	149,045	.....	117,006
Mill feed, tons	1,502	823	.....	50
Hay, tons...	2,842	4,026	1,589	718
Flour, bbls...	313,412	226,247	.....	28,075

CHICAGO—Reported by John R. Mauff, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	6,596,000	999,000	1,405,000	915,000
Corn, bus...	10,007,000	5,310,000	3,051,000	3,846,000
Oats, bus...	13,521,000	7,928,000	8,099,000	6,734,000
Barley, bus...	475,000	823,000	109,000	221,000
Rye, bus...	171,000	105,000	78,000	57,000
Timothy Seed, lbs.	677,000	924,000	427,000	729,000
Clover Seed, lbs.	22,000	2,000	60,000	309,000
Other Grass Seed, lbs...	540,000	868,000	357,000	96,000
Flax Seed, bus.	30,000	10,000	.....	1,000
Broom Corn, lbs.	638,000	32,000	1,092,000	252,000
Hay, tons...	22,911	24,434	2,186	1,705
Flour, bbls...	397,000	424,000	259,000	400,000

CINCINNATI—Reported by D. J. Schuh, secretary the Grain and Hay Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	1,411,475	.....	473,000	.....
Corn, bus...	328,900	.....	184,800	.....
Oats, bus...	201,600	.....	62,400	.....
Rye, bus...	25,300	.....	3,300	.....
Hay, cars...	395	.....	.....	.....
Feed, cars...	44	.....	.....	.....

CLEVELAND—Reported by F. H. Baer, traffic commissioner the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	243,602	1,190	34,219	1,399
Corn, bus...	190,617	143,199	40,788	81,198
Oats, bus...	752,885	227,619	25,453	107,020
Barley, bus...	2,544	4,231	.....	.....
Rye, bus...	1,254	32,293	3,628	7,682
Hay, tons...	1,230	4,491	37	1,773
Flour, bbls—				
Lake	13,810	.....	.....	.....
Rail	43,198	44,251	1,403	17,038

August 15, 1918

DETROIT—Reported by M. S. Donovan, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	126,000	78,000	49,000
Corn, bus....	225,000	48,000	28,000
Oats, bus....	280,000	88,000	17,000
Barley, bus..	4,000	.....	.....
Rye, bus.....	.....	5,000	10,000
Flour, bbls...	.....	24,000	35,000

DULUTH—Reported by Chas. F. MacDonald, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	9,827	215,695	2,015
Oats, bus....	29,220	7,331	87,349
Barley, bus..	43,335	37,212	64,605
Rye, bus....	16	1,119	.....
Flax Seed, bus.	149,732	129,159	219,243
Flour, bbls...	790,500	378,900	952,210
Flour, production	29,735	84,030	.....

INDIANAPOLIS—Reported by Wm. H. Howard, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	2,303,750	136,250	742,500
Corn, bus....	1,643,750	1,302,500	611,250
Oats, bus....	1,069,200	729,000	369,000
Rye, bus....	91,259	5,000	1,250

KANSAS CITY—Reported by E. D. Bigelow, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	14,535,450	3,847,500	5,478,300
Corn, bus....	1,378,750	591,250	1,196,250
Oats, bus....	635,800	776,900	399,000
Barley, bus..	1,500	9,000	7,800
Rye, bus....	11,000	16,500	13,200
Flax seed, bus.	.....	.....	1,000
Hay, tons....	20,208	36,648	6,564
Flour, bbls...	32,825	18,525	138,775

MILWAUKEE—Reported by H. A. Plumb, secretary the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus—	94,900	214,524	14,228
Corn, bus....	930,900	1,027,440	524,953
Oats, bus....	2,990,520	1,530,760	1,968,990
Barley, bus..	126,990	407,500	195,990
Rye, bus....	22,950	61,495	12,039
Timothy Seed, lbs.	4,702	271,710	86,860
Clover Seed, lbs.	258	461,307	69,500
Malt, bus....	29,500	140,400	472,900
Flax Seed, lbs.	3,000	.....	.....
Feed, tons...	3,909	2,440	13,879
Hay, tons....	737	1,660	826
Flour, bbls...	32,645	117,800	127,285

MINNEAPOLIS—Reported by H. W. Moore, statistician, the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	2,646,530	2,628,690	311,500
Corn, bus....	669,340	242,810	538,020
Oats, bus....	1,377,220	652,960	2,100,910
Barley, bus..	289,230	504,400	491,140
Rye, bus....	107,860	97,000	123,390
Flax Seed, bus.	208,000	325,000	18,590
Millstuffs, tons	2,209	3,519	51,135
Hay, tons....	708	2,020	60
Flour, bbls...	49,770	52,266	1,232,140

NEW YORK CITY—Reported by H. Heinzer, statistician, the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	429,800	.....	28,545
Corn, bus....	368,200	.....	422,878
Oats, bus....	2,362,000	.....	1,196,176
Barley, bus..	501,450	.....	816,924
Rye, bus....	61,250	.....	93,624
Clover Seed, bags	268	.....	.....
Hay, bales...	12,121	.....	7,629
Flour, bbls...	802,528	.....	543,045

OMAHA—Reported by F. P. Manchester, secretary the Omaha Grain Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	2,904,000	165,600	813,600
Corn, bus....	2,723,000	3,662,400	2,200,800
Oats, bus....	1,218,000	1,616,000	868,000
Barley, bus..	20,900	15,400	4,400
Rye, bus....	18,000	33,600	16,200

PHILADELPHIA—Reported by A. B. Clemmer, secretary the Commercial Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	719,890	1,747,648	15,660
Corn, bus....	57,941	790,432	337,762
Oats, bus....	1,130,357	1,710,224	843,636
Barley, bus..	3,750	5,598	199,394
Rye, bus....	15,075	17,024	47,432
Flour, bbls...	291,303	126,809	.....

PORTLAND, MAINE—Reported by Geo. F. Feeney, traffic manager, the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	271,720	.....
Corn, bus....	3,087	.....

ST. LOUIS, MO.—Reported by Eugene Smith, secretary the Merchants' Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	8,613,101	2,114,335	2,971,540
Corn, bus....	1,487,556	1,711,332	721,830
Oats, bus....	2,847,125	2,197,755	2,288,520
Barley, bus..	11,223	27,200	.....
Rye, bus....	25,717	16,660	3,100
Hay, tons....	9,647	13,678	7,560
Flour, bbls...	194,940	214,110	234,670

SAN FRANCISCO—Reported by W. B. Downes, statistician, the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, ctls..	498,386	.....	.....
Corn, ctls....	12,375	.....	.....
Oatmeal, ctls.	15,811	.....	.....
Barley, ctls..	100,603	.....	.....
Hay, tons....	13,899	.....	.....
Flour, bbls...	46,009	.....	.....

TOLEDO—Reported by Archibald Gassaway, secretary the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	1,119,200	84,600	43,600
Corn, bus....	211,500	82,800	128,100
Oats, bus....	244,600	40,800	131,900
Rye, bus....	7,800	.....	5,100

TRADE NOTES

L. R. Boyer, formerly with the U. S. Bureau of Standards, has joined the organization of E. & T. Fairbanks & Co., scale manufacturers of St. Johnsbury, Vt.

The National Federation of Building Industries was recently organized at Atlantic City, N. J. The association is made up of dealers and manufacturers of building materials and one of its objects is to place the building trades on a war basis.

James Stewart & Co. of Chicago, Ill., have the contract of Rosenbaum Bros. of Chicago for large reinforced concrete feed mill adjoining the firm's elevator at Eighty-Seventh Street and Stewart Avenue. It will be equipped with machinery for manufacturing poultry feed.

The Weller Manufacturing Company of Chicago, Ill., now has 30 stars in its service flag, that number of its employes having gone or are getting ready to go to the front. Not only has the company been generous with its supply of men but it is now working 60 per cent of its force on Government business.

The Johnson & Field Manufacturing Company of Racine, Wis., report they are extremely busy at the present time on orders for their warehouse mills and cleaners. Their Racine Dustless Separator has been for years a popular machine for the trade and there has been an excellent demand for the separator for some time past.

The organization of the Underwriters' Grain Association has been completed, the design of which is to meet the demand for insurance on Western grain elevators. The association will write the full line on any elevator risk embraced in the territory up to \$3,000,000. The headquarters of the association will be in Chicago where the central office work will be supervised by J. W. Cockrane of the Fire Association.

The Burrell Manufacturing & Supply House of Kankakee, Ill., has a device which is meeting with an excellent demand in their Burrell Safety All Steel Man-lift, made for wood and cable guides. Its special attractiveness is due to the fact that it is simply and strongly built, and meets all requirements of fire insurance companies. The Burrell company will be glad to send full particulars regarding the "lift" on request.

News reaches us of the severe wounding in action of Major Harry E. Cheney, of 4227 Kenmore Avenue, Chicago, Ill. Before enlisting, Major Cheney was purchasing agent for the Weller Manufacturing Company of Chicago. He was with the "Dandy First," one of Chicago's own National Guard regiments, for over 18 years. He was a captain when the regiment went to Texas last year and received his majority shortly before the Prairie Division sailed.

Grain elevator owners everywhere are learning the valuable qualities of Tropical Elastikote, the superior and durable paint manufactured by the Tropical Paint & Oil Company of Cleveland, Ohio. The reputation made by the paint has necessitated increased production each year, the Tropical institution keeping close up to demand by promptly enlarging its manufacturing facilities. It is supplied in 16 different shades and because it does away with the necessity for frequent and expensive repainting it is alleged to be the most economical paint on the market.

The death is announced of Charles Allis of Milwaukee, Wis., chairman of the Milwaukee County Council of Defense, second son of the late Edward P. Allis, the founder of the E. P. Allis Company. He was the first president of the reorganized Allis-Chalmers Manufacturing Company of Milwaukee and at the time of his death was president of the Chicago Belting Company, trustee and member of the Executive Committee of the Northwestern Mu-

tual Life Insurance Company, and a director in the First National Bank and the First Trust Company of Milwaukee. He had given most of his time since the beginning of the war to the Milwaukee Council of Defense.

We have received a copy of the new catalog, B-4, on the American Suction Dust Filter, published by the Clark Dust Collecting Company, dust collecting engineers with general offices in the Fisher Building, Chicago, Ill. The catalog covers the field in all industries in the collection of dust and gives especial attention to the Clark Chicago Metal Collector which is commended to the trade by five leading points: It produces revenue, reduces the fire hazards, requires minimum floor space, shows high efficiency and is reasonably priced. The system is fully illustrated and there are also given pictures showing results of dust explosions in both grain elevators and mills. Besides giving full directions as to how to order the all metal dust collector there is much useful information given in the catalog and a partial list of prominent installations of the Clark system.

The Joseph Dixon Crucible Company of Jersey City, N. J., writes us under recent date that they are proud to quote the following testimonial from the Claflin Machinery Company, Waterville, Maine. "It occurred to me you would be interested in the remarkable results we have secured for the last 20 years with Dixon's Silica-Graphite Paint. We have used this paint on our own work, including boilers painted with Dixon's Silica-Graphite Paint 13 years ago. The paint stood the severe test remarkably well. As we sell a great number of boilers, both new and used, we want a clean surface on used as well as new boilers and take Dixon's Silica-Graphite Paint, black, which is the best paint made for this purpose for interior work on tubes as well as exterior work. We recommend Dixon's Silica-Graphite Paint as the cheapest paint on the market, not alone on account of its great covering capacity and the ease with which it can be applied, but on account of its lasting and wearing qualities which save the expense of frequent repainting. We strongly recommend Dixon's Silica-Graphite Paint to any one needing a first-class paint at an economical price."

Editor American Grain Trade:—Send along the "Green Sheet" and I will revel in it like a sheep in pasture. Enclosed is subscription. Health, success and happiness. T. P. RIDDLE, Lima, Ohio.

THE complaint of unreasonable rates on grain and grain products from Central Freight Association territory to points in Pennsylvania, Maryland, W. Virginia and Virginia to Virginia milling points for reshipments to points in Carolina territory has been dismissed by the Interstate Commerce Commission.



REPEL THE HUN

NEWS LETTERS

DULUTH

S. J. SCHULTE - - CORRESPONDENT

GUY E. WARREN, for several years manager of the E. I. Welch Company's business on the Duluth market, has been called to Washington to act as organizer in a civilian capacity in the metals and hardware branch of the Quartermaster's Department. While the honor conferred upon him was learned with satisfaction by grain men on this market, it was felt that the trade here has sustained a loss in his retirement during the continuance of the war. He had always been prominent in operations on the trading floor, and since this country entered the war he has been prominent in war work, having been chairman of a Duluth draft board, and chairman of the Four-Minute Men and secretary of the Red Cross.

Oscar Martin, who has been Mr. Warren's assistant for some time, has been appointed to the vacancy, with the E. I. Welch Company. He has won a reputation as a good operator in the pit, and he has on many occasions demonstrated his capacity in putting through trades during an active market.

* * *

R. M. White, of the White Grain Company, is of the opinion that Duluth traders will come into their own again this fall in the way of filling orders from the Eastern trade. He looks for an active season in oats in view of the large yields. That trade was a blank last season owing to the impossibility of obtaining cars for making shipments and the restrictions imposed by the Food Administration. Mr. White predicts that congestion at the terminals will be held down to a minimum this fall owing to the close tab being kept upon cars by railroad officials. In that connection he mentioned that one day recently he was the buyer of the only car of oats offered in the day on the local market. He neglected to give spotting instructions by 4 o'clock in the afternoon, the period specified under the rules, and within a few minutes thereafter he received several calls from railroad officials asking what was going to be done about it.

* * *

Elevator and storage charges at the head of the Lakes for the new season, as recently announced, are unchanged from last year as follows: For receiving, cleaning and shipping together with 15 days' free storage, 1½ cents per bushel and each day of storage thereafter to be at the rate of 1-30 cent per bushel per day.

* * *

Adam G. Thomson, son of A. D. Thomson, of the Duluth Board of Trade, has received a commission as second lieutenant in the Production Division of the Aviation Corps. He has been taking an officers' training course during the last several months.

* * *

The sale of a part car of No. 1 Northern mixed spring wheat at \$2.31, was the first transaction put through on the resumption of competitive trading on the Duluth market on July 29. It was bought by the Duluth-Superior Milling Company. Receipts of wheat on this market have dried up almost completely, but operators are counting upon the season's run of new wheat to begin here during the last week of this month. With some of the restrictions that were in effect last season removed the

elevator and grain interests here are counting upon liberal marketings of all grains prior to the close of the lake navigation season. In line with the intimation that Julius Barnes made during his visit to Duluth last month, it is expected that the Head of the Lakes elevators will be called upon to provide storage space for their full proportion of the 300,000,000 bushels of wheat that the Government proposes to store over the country this season as an insurance against the possibility of a crop failure in 1919.

* * *

Members of the Duluth Board of Trade Executive Committee propose to hold down speculation in flaxseed and other coarse grains to a minimum this season. All members of the Duluth Clearing House Association are called upon to make complete reports of all their outstanding trades at regular periods. The reports must state the amounts of long and short contracts carried, the name of the principal in each trade, the month of option and whether for hedging or speculation. The giving of principals' names is made compulsory.

* * *

W. D. Jones, manager of the Hallet & Carey Company on this market, has returned from a vacation trip, during which he motored as far as Mason City, Iowa. He said that the wheat and other crops looked magnificent in the territory through which he passed. From 30 to 40 bushels of wheat per acre is predicted in southern Minnesota and southeastern North Dakota, he asserted.

* * *

Charles H. Thornton, formerly of Duluth, but now operating on the Winnipeg market, is a bull on the flaxseed crop situation. Though it is estimated that 1,100,000 acres has been seeded to flax in the Canadian West this season, he is of the opinion that the yield will fall down heavily from even last year's figures owing to the dry weather conditions. The recent rains came too late to begin to repair the damage. In a recent letter Mr. Thornton mentioned the case of a farmer who seeded 6,400 acres to flax, but who will not harvest a bushel. The seed either failed to germinate or the plant was dried up later on.

* * *

Walter Poehler, of the H. Poehler Company, was a recent visitor on this market from Minneapolis in connection with his house's operations at this point. He is of the opinion that a heavy movement of wheat and other grains to the terminals here will develop around the end of this month. As an indication of what may be expected here he pointed to the large receipts of wheat at Minneapolis during the last two weeks. Much of it was new winter wheat shipped in all the way from Kansas in order to take advantage of the liberal premiums that have been paid by millers so far.

"From reports we are receiving regarding the wheat and other crops in eastern North Dakota and southern Minnesota, I think that the movement originating from that territory will surprise the trade," he said. "Farmers are likely to show anxiety to get their wheat to the markets early in order to take advantage of the premiums that will be going at the start. I think that the experiences at Kansas City and St. Louis will be repeated up this way. Down there they ran up to as high as 15 cents over the Government basis, but with the persistent offerings, buyers have drawn back and the premiums are now almost obliterated. I think it would be safe to say that within a few weeks after the run starts in the mills will be fairly well covered, and then it is probable that

any premiums that may be going will be sharply cut down."

* * *

Hans P. Bjorge has been congratulated by the members of the trade here upon his reappointment by Governor J. A. Burnquist as a member of the Minnesota State Board of Grain Appeals. He has been a member of the Board for several years and for the greater part of the time he has served as its general secretary.

* * *

The Minnesota State Board of Grain Appeals has issued a booklet to the trade setting out the rules governing the new Minnesota grades. They conform with the grades established by the Federal Government for corn, wheat, and other grains, so that no confusion in grading will result. They became effective on July 15. The conditions regarding moisture, dockage and foreign materials that were complained of by growers last season are regarded as having been satisfactorily adjusted.

* * *

The first new wheat on the Duluth market for the season was received on August 9. It was shipped from Bull Mountain, Mont., and was consigned to Gregory Cook & Co. It weighed 61½ pounds and graded No. 1 hard winter. It was sold to the Duluth Universal Milling Company at \$2.28 or at a premium of 5½ cents over the Government fixed price on this market.

NEW YORK
C. K. TRAFTON - - CORRESPONDENT

THE "Store Door Delivery" scheme proposed by the Government railroad officials as a means of releasing freight cars more promptly and thereby relieving congestion has aroused a great deal of adverse criticism among members of the New York Produce Exchange. Prominent among its opponents are members of the flour trade who assert that it is by no means practicable as far as the flour business is concerned because practically no one in the trade has any private storage room and the removal of flour from freight cars immediately upon arrival and the transferring to public storage houses would necessitate much additional handling and add to the expense. In some cases it might even be found necessary to hire stores, and naturally the cost of doing business would be so materially increased as to threaten the ruination of many distributors. They point out that the old system of holding the flour at the terminals until ready to deliver direct to the customers saved a lot of time, double handling and expense.

* * *

A topic that has aroused considerable discussion and brought out numerous expressions of disapproval from members of the local grain trade is the method employed at terminal markets of examining and exhaustively testing all arrivals of wheat for the purpose of ascertaining the moisture content. According to traders of long experience, the principal basis for these objections is the fact that such a practice is diametrically opposed to the efforts of Government railroad officials to relieve congestion at the big rail centers by securing the prompt unloading and return of freight cars. Considering the remarkably heavy movement of the new winter wheat crop, the receipts at the prin-

cial Western markets averaging close to 4,000,000 bushels daily, it must be clearly evident even to the uninitiated that the necessity of expediting the handling of the arrivals is particularly urgent at this time; and yet it is stated by well-informed authorities that many hundreds of cars are needlessly held up for many hours, if not days, by the "red tape" which requires that all the wheat received must be put through the moisture test.

In view of the fine conditions under which practically all of the crop was harvested and the resultant unusually dry condition of much of the grain it is argued that a thorough examination is absolutely unnecessary in the great majority of instances. According to men who have been in the business for many years, anyone with even average experience can determine "with his eyes closed" whether or not there is any excessive moisture in a particular lot of grain. Hence it is argued that a decidedly large percentage could be passed upon within a few minutes and a more complete test would be necessary only in the instance of the few car-lots which gave undeniable visual evidence of being too damp. In view of the urgent demand for flour for export, as well as domestic distribution, the desirability of eliminating such needless delay must be apparent to all. Such delays not only hamper the grain and milling trades, but they also interfere seriously with all other lines of business by keeping many thousands of cars tied up. Moreover, this system contributes somewhat to the shortage of labor by making extra work for men who might be more profitably engaged in other pursuits.

* * *

Wm. E. Pritchard, for several years an energetic and popular member of the grain and oil trades, and familiarly known as "Bud," recently received the hearty congratulations of his many friends on the Produce Exchange when it became known that he had received his commission as an ensign in the U. S. Navy. Mr. Pritchard, who joined the navy a few months ago as yeoman, is a son of Emilio Pritchard, well known in grain and oil circles for many years.

* * *

Paul Dubourg, of Guadeloupe, French West Indies, spent a few hours recently on the Produce Exchange prior to leaving for Washington for a conference with Government officials. Mr. Dubourg was sent here by his Government to arrange for the purchase of various commodities, including flour and other foodstuffs.

* * *

Robert B. Gentles, for many years connected with the old grain firm of Maclaren & Gentles, but since his return from the war associated with Lewis, Proctor & Co., has been elected to membership in the New York Produce Exchange.

Edward A. Carpenter, of the Keusch Grain Company, has also been admitted to membership in the Exchange. Recently Mr. Carpenter has been engaged in the grain business at Morristown, N. J., but previously he had been active in the local market, being connected with the old firm of Forbell & Tilson.

Benjamin Manilla, of the Hales & Edwards Company, grain dealers and feed manufacturers of Chicago, was also elected to membership.

The following applications for membership have been posted: Jas. Jolles, of the N. W. Van Waverens Graanhandel, grain merchants; Fernand Leval, associated with Hans Simon, grain exporter; Howard W. Graff, of the old grain firm of Parker & Graff.

* * *

The death was announced on the New York Produce Exchange recently of Edwin W. Bertholf, aged 63 years. Mr. Bertholf was a member of the old firm of Miller & Bertholf, one of the best known hay and grain distributing houses of Jersey City. He was long favorably known as a member of the Produce Exchange and for several terms was a member and chairman of its Hay Committee. About 30 years ago he entered the hay trade as a hay salesman with the old firm of Vile & Miller, which later became Miller, Bertholf & Wheeler, and some 22 years ago was changed to

Miller & Bertholf. He was active in all matters pertaining to the business, having been president of the New York Hay Exchange Association and a director for a number of years, also a director and active worker in the New York State Hay Dealers' Association. He was afflicted with Bright's disease for some years, but his death came suddenly and was a great shock to his many friends in the trade throughout the country. Nearly all of the hay men of Greater New York were present at the funeral, which was held at his late residence in Jersey City.



THE celebration of the 50th anniversary of Fred Mayer, of J. F. Zahm & Co., will be an event of interest this week. Mr. Mayer will be 50 years young August 17, and has been identified with the grain trade in this city for more than 30 years. His career began as a messenger boy with J. Frank Zahm, then head of this old firm, and in



FRED MAYER

1893 Mr. Mayer and Fred Jaeger were admitted to partnership in the company. They have been owners of the business since the death of Mr. Zahm, in 1907.

The firm's daily *Red Letter* circular, which is edited by Mr. Mayer, has attracted much attention and contributed a great deal to the success of this well known firm.

Joseph A. Striecher and W. W. Cummings, the popular junior members of the firm, have arranged a handsomely appointed birthday celebration at the Boody House, and among the intimate friends who will gather in honor of the occasion, include his business partner, Fred W. Jaeger; David Anderson, president of the National Milling Company; Fred Haig; Earl Randall, Tekonsha miller; Ben Turner, of Milan, Ohio, and Joe Doering, of Southworth & Co.

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Corporal Harry Zimmerman, before the war bookkeeper for J. F. Zahm & Company, was called home by the death of his mother, last week. Mr. Zimmerman is at present stationed at Camp Jackson, New Orleans, La.

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The circular promulgated July 15 by the United States Food Administration and the Railroad Administration, making it compulsory for shippers of shelled corn to load within 18 inches of the eaves of the car, was the cause for much comment among the trade here. Produce Exchange Board of Directors, at the request of W. H. Haskell, prominent white corn miller, held a special meeting which re-

sulted in a letter of protest being forwarded to Washington. Mr. Haskell explained that with the heavy loading of cars as requested by the Railroad Administration it would be physically impossible for inspectors to obtain a true sample of the corn and urged that the practice of loading within 30 inches of the roof be continued. He pointed to last season's crop of corn for example, stating a thorough inspection was absolutely necessary because of its wide variation in quality. A copy of the protest was forwarded to other leading exchanges with the hope that they would file similar protest, but it is believed it would be useless to press the matter as the Car Service Section replied, over the signature of C. B. Philips, that it was agreed by the Department of Agriculture that the rule should be carried out in the interest of conservation of equipment and that unless the transportation unit "freight car" is made to perform its full duty, the railroads will not be in a position to handle the enormous movement of grains.

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Among the dealers in grain and seeds to visit the offices of C. A. King & Co., last week, were: E. A. Ellies, of Washington C. H., Ohio; Otto Hinrich, of Fostoria, and Mr. Fernen, of Bainbridge, Ohio.

* * *

The tightening up of the seaboard outlets during the past few weeks was the cause for much anxiety among the shippers of wheat here, as with the rush of the new crop and the inability to secure permits for loading East, dealers had found it necessary to withdraw their bids to the country, and were literally up a tree as to how the big movement was to be taken care of. Vice-President Fred Mayer kept the wires busy in an effort to acquaint the Grain Corporation with the condition the trade here was confronted with, and the receipt of a telegram late Saturday from Julius H. Barnes, announcing that the Government will buy wheat at Toledo, brought a more optimistic turn to the matter and a great deal of rejoicing among the trade. With the temporary congestion at the Atlantic Seaboard and in order to expedite the handling of the crop, Mr. Barnes said the Government will buy wheat for storage at Toledo, Buffalo and Cleveland, on basis Atlantic Seaboard prices, less balance of the through freight and less an additional one cent per bushel for local elevating and expenses up to a reasonable use of the storage facilities available for rail grain at these points. It is believed this market alone will be able to take care of 4,000,000 bushels of wheat among the elevators here. Details of the Government's plan are being worked out by Vice-President Irwin.

* * *

The recent heat wave has not damaged corn in this territory, according to Maxim Benore, retired farmer and habitue of 'Change floor for 20 years. Mr. Benore threshed 60 acres of spring wheat last week on his farm in West Toledo and averaged about 40 bushels to the acre. The seed was of the Marquis variety which has given exceptionally good results in this part of the state and was purchased from W. H. Morehouse & Co., who specialize in this variety of spring wheat seed. The quality of the wheat produced was excellent, grading No. 1 and testing 62 pounds to the bushel.

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What was probably the largest carload of wheat ever received in this market arrived for Southworth & Company, last week. It contained 2,285 bushels of wheat, and the returns amounted to more than \$4,950.

* * *

Wheat receipts at this market have fallen off lately because of the inability of dealers to secure action on their requests for permits to ship East and as a result considerable wheat was reconsigned direct to the seaboard. Receipts the past week totaled 317,400 bushels. Likewise, corn receipts have declined due to the preference of wheat in securing cars. There was very little corn on the sample tables this week. The total receipts were 29,400 bushels. There is a decided scarcity of good millable corn for which there is a good demand. New oats receipts are fairly liberal, at 185,000

for the week. There is a good cash demand, but the increasing receipts have brought values down 3@5 cents for the week.

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Louis J. Schuster, the popular manager of the grain department of the R. P. Lipe Company, is patronizing Henry Doherty's street cars now, as a result of his Dodge being stolen recently. It was partly covered by insurance, and Louis says there'll be fewer trips to the Boody 'until he gets his new car.

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Joe Doering, of Southworth & Co., attended the semi-annual meeting of the Michigan State Hay and Grain Association, at Detroit, last week.

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George R. Forrester, who has been manager of the grain department of Chatterton & Son at Toledo since the opening of their new elevator here, has been made general manager of the Toledo Branch, having jurisdiction over beans and potatoes as well as grain. His many friends on 'Change were greatly pleased with the news, and, as Joe Streicher says, everybody likes beans, and maybe George will bring some up on the sample tables, some time.

* * *

W. S. Thompson, with the Goemann Grain Company, for 16 years, and more recently connected with the Milling Division of the Food Administration, has accepted a position as traffic manager for Southworth & Co. He takes the place of Charles R. Keilholtz, who joins the National Army this month.

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Frank W. Annin, vice-president of 'Change and president of W. H. Morehouse & Co., is spending a few weeks in the province of Quebec on his annual fishing campaign.

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The bulk of the new oats arriving in this market, especially those from farms adjacent to Toledo, have been of poor quality, according to Bill Cummings, of J. F. Zahm & Co. "They became wet while in the shock," he says, "and are coming in very damp, stained, and some are musty." Mr. Cummings says he does not look for any free movement of new oats at this time, as country elevators are full of wheat, and when it comes to cars to load out the stuff the latter will have the preference.

BUFFALO

ELMER M. HILL CORRESPONDENT

CARRYING charges on grain over the Great Lakes route between Lake Michigan and Lake Superior ports to Lake Erie up to November 30, were fixed at a conference of vessel owners in Cleveland several days ago. Julius H. Barnes, head of the Food Administration Grain Corporation, attended the meeting as did representatives of Canadian interests. Arrangements with vesselmen to supply tonnage with which to move the new grain crop were also discussed. At the suggestion of Harry Coulby, one of the largest vessel owners, a committee was appointed to meet with Mr. Barnes to fix carrying charges and make tonnage arrangements. The report of the committee which is covered in the following resolution, was adopted:

That Lake Superior shall be served in preference to Lake Michigan and only surplus grain tonnage sent to Lake Michigan; that Lake Superior wheat will be served in priority to all other grains; that all tonnage to Duluth and Superior shall be allotted through the Grain Corporation office there and all tonnage for Lake Michigan ports through the Grain Corporation office at Chicago and tonnage to Fort William and Port Arthur, under such conditions or control or allotment as is acceptable to the Canadian authorities and the Grain Corporation; that all unloading, Canadian and American, at Buffalo shall be directed by the Grain Corporation office at Buffalo; that the Lake Carriers' Association will provide tonnage for the

movement of grain at rates not exceeding the basic rates of wheat."

At this point in the resolution, the rates are cited. They are 4 cents per bushel from Lake Superior to Lake Erie until September 1 and 4½ cents per bushel until November 30. From Lake Michigan to Lake Erie, the rate on wheat will be 3½ cents per bushel until November 30, with alternate and relative rates as follows: To Georgian Bay and Goderich, ½ cent under Lake Erie rates; to Port Huron, ¼ cent under Lake Erie; to Collingwood, ½ cent under Lake Erie, but the terms of discharge at Collingwood are to be the same as hereafter provided for discharge at Lake Erie side ports. To side ports other than Buffalo and Port Colborne, Ont., the discharge rate shall be the same as at Buffalo with a special agreement which allows two working days free, but if a ship is not unloaded within this two-day period, an additional charge of 1-8 cent a bushel can be collected on the entire cargo for each running 8 hours or fraction thereof until the boat is fully unloaded.

* * *

Fred J. Lingham, head of the Federal Milling Company, of Lockport, and one of the country's foremost grain and milling experts, has been appointed chief of the Milling Division of the Food Administration, and his assistant, Alexander W. Pound, has accompanied Mr. Lingham to Washington. Mr. Lingham was asked to go to Washington at this time so as to aid in handling details of moving the big wheat crop to distribution points and to the large milling centers. The Eastern Division offices in Lockport, which employed 50 clerks and experts, and which handled the entire grain business for the mills in the states east of the Mississippi, has been closed.

* * *

The Smith & Jenkins Grain Corporation has been organized in the Buffalo market by several men prominently identified with the grain interests. The company is capitalized at \$25,000 and the directors are Howard J. Smith, of the Western Elevating Association; Juliet A. Smith and Thomas H. Jenkins. Offices will be opened in the Chamber of Commerce Building.

* * *

Receipts of grain at the port of Buffalo in July were 1,363,291 bushels, bringing the total receipts for the season up to 5,462,420 bushels. This is the smallest year in the history of the port. In July, 1917, receipts were almost 10,500,000 bushels, or almost double the receipts here since the opening of navigation this season. Last year from the opening of navigation until August 1, a total of almost 75,000,000 bushels of grain were handled by the terminal elevators along the waterfront. Receipts this season show a falling off of almost 70,000,000 bushels from these figures. Two years ago, from the opening until August 1, more than 87,000,000 bushels of grain passed through the port of Buffalo. Grain men look for no improvement until after the middle of next month and then, it is not thought likely there will be the fall rush as experienced in other years.

Receipts this season have been divided up in this manner: Wheat, 2,140,060 bushels as compared with more than 44,000,000 bushels for the same period of last year; corn, 859,200 bushels; oats 1,347,088 bushels as compared with 26,000,000 bushels for the same period of 1917; barley, 1,014,682 bushels, and rye, 101,500 bushels. No rye was received last month and wheat receipts were merely 758,571 bushels, as compared with almost 17,000,000 bushels for July, 1916. Very little grain is being moved eastward from Buffalo over the new New York State Barge Canal. No wheat was shipped over the canal last month and only a small amount of oats and barley. Total shipments for the month were 94,926 bushels as compared with more than 2,000,000 bushels two years ago.

* * *

Six ships of the Great Lakes Transit Corporation of Buffalo have been placed in the Lake Michigan grain carrying trade since August 1. These boats will carry 1,600,000 bushels from Chicago to Buffalo and Georgian Bay ports. Buffalo elevators will handle about half of this amount. The boats assigned to the grain trade are the *Troy*, *Boston*,

Muncy, *North Lake*, *Allegheny* and *North Star*. Reports received at the Buffalo offices of the company indicate that grain is flowing into Chicago more freely. Most of the steel boats chartered for Lake Michigan ports will carry grain to Georgian Bay ports in order to interfere as little as possible with their other freight carrying contracts.

MILWAUKEE

C. O. SKINROD - CORRESPONDENT

THE Milwaukee Chamber of Commerce is making elaborate preparations to entertain the Grain Dealers National Association in Milwaukee September 23, 24 and 25. Wallace M. Bell, formerly president of the Chamber, has been named chairman of the Executive Committee by President H. W. Ladish. Other committee chairmen have been named as follows: Speakers, J. J. Crandall; Arrangements, H. F. Stratton; Entertainment, A. R. Templeton; Finance, L. G. Bournique.

* * *

The Wisconsin rye program is to be carried farther than ever before. The Wisconsin farmers who are growing Wisconsin pedigreed rye are being asked to notify the officials of the Department of Agronomy at Madison as to the amount of seed which they will have for sale. It is expected by thorough-going co-operation, it will be possible to increase the rye acreage from 25 to 50 per cent over that of last year.

Wisconsin is one of the most important rye growing states in the Union and the acreage has been increased materially since the introduction of the pedigreed varieties. These are very popular, they are noted for their high quality, they are exceptionally high yielding and they have 18 years of breeding work behind them performed by the agronomists of the college of agriculture at the University of Wisconsin.

R. A. Moore, chief of the Field Crops Division of the University, is urging the farmers as a patriotic duty to use a portion of their farms for flour producing crops. He declares that rye has an advantage over many other flour crops in its hardiness and that it can be grown on a much lighter soil than the other standard cereal crops. Prof. Moore recommends that rye be seeded during the month of September, the earlier the better and the natural rotation is to have it follow corn or some other cultivated crop. He asserts that many records show that rye is one crop that can be seeded at the last cultivation of corn and will do exceedingly well in covering the ground after the corn is taken off. This is particularly true, he adds, where rye is grown on rich lands where the corn is closely harvested. Sow rye after corn is harvested, he suggests.

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Grain in store in Milwaukee at the opening of this month was in round numbers 1,700 bushels of wheat, 494,000 bushels of corn, 292,000 bushels of oats, 25,000 bushels of barley and 2,800 bushels of rye. Grain stocks are apparently very low except in oats and corn and even in these two grains, the supply is far from excessive.

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The Milwaukee Chartering Committee is composed of Carl Joys and W. J. Fitzgerald.

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Information reaching the Milwaukee grain men is to the effect that grain yields for this season are even better than the forecasts indicated. Various returns from Iowa and other states on wheat were 21 to 25 bushels an acre, while the oats production is ranging from 40 to 45 bushels an acre. A rush of wheat is on at this market as well as other centers. The general feeling among grain men is that the shippers of the country are exceedingly willing to sell their grain this year and that there will be no hesitancy on selling with the expectation of higher wheat and other grain prices.

Selling is likely to be limited only by the capacity of the railroads to handle and the ability of the elevators to take care of receipts. New oats are also moving just as freely as the car supply will permit. Reports coming to Milwaukee grain men are to the effect that unless abundant rains come soon, the corn crop will be damaged, the heat and the dry weather at the same time being a bad combination.

* * *

There is a better tone in the Milwaukee barley market, due largely to the increased demand for feed and for milling purposes. Offerings of barley are gradually getting larger with stained and lighter goods coming from the West as compared good quality, good weight and good color barley coming from Wisconsin. Up to this time, the best barley in the market this season has been coming from Wisconsin.

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The August rate of interest has been determined by the Finance Committee of the Chamber of Commerce at 7 per cent.

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Edward Shackell, who has been connected with the mills of Milwaukee and who was later a traveling salesman, is now a corporal stationed at Camp Withy, Currey, England.

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Besides the Hill Steamboat Lines, which recently started service on the Great Lakes from Milwaukee, a new line known as the Michigan City, Chicago and Western Transportation Company, is scheduled to begin operations. The boats will connect with Michigan and Northern Indiana lines and will load at the Crosby docks. The boats will charge rail rates on all shipments. The steamboat company also proposes to open car ferry service between Milwaukee and Michigan City as it owns the car ferry slip at Michigan City.

* * *

Constant progress is being made in the loading of cars in the Wisconsin district. For one month, 32 Wisconsin stations saved 2,745 cars, the average increased weight per car being more than 7,000 pounds. The total merchandise movement from these stations in one month increased from 152,000,000 pounds last year to 187,000,000 pounds for the corresponding month this year.

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George A. Schroeder, traffic man for the Chamber of Commerce, and Frank Barry, traffic expert of the Association of Commerce, are making formal protest to the Wisconsin Railroad Commission against a 50 per cent increase in switching rates. It is said these rates are 25 per cent in excess of the 25 per cent increase allowed under a recent order. The present charge is \$9 per car of 65,000 pounds for switching movement from one industry to another on the same line in Milwaukee. Prior to June 25, the rate for such switching was only \$6 a car and before 1916 the rate maintained was only \$2 per car for this service. Mr. Schroeder has had a conference on this matter with Commissioner Jackson and he has promised to attempt to give the matter his immediate attention.

* * *

A new shipbuilding corporation has been organized in Milwaukee and has been awarded contracts for building 13 ships for the United States Government, their cost running into the millions of dollars. The keels will be laid about October 1. The Newton Engineering Company and the Coddington Engineering Company have combined to take up shipbuilding. The new firm will be known as the Fabricated Ship Corporation. The capital stock of the company as a preliminary has been fixed at \$600,000. The new site will be on what is known as the Petit Salt Dock property which is leased to the ship corporation by the owner, L. J. Petit, president of the Wisconsin National Bank. This will provide ample room for seven launching ways and this number of boats can be constructed at one time. Most of the labor, it is believed, will come from the building trades, about 1,200 men being required to get the work of the corporation going. Nine steel mine planters and 18

river transport steamers are among the contracts already accepted.

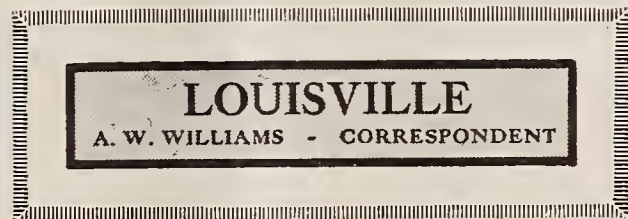
"We want to start by building ocean ships of moderate size and then we can expand later," said President Ralph E. Newton of the Newton Engineering Company.

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Reports on crop conditions of Wisconsin, of keen interest to the Milwaukee grain trade, are to the effect that in many counties of the state the corn crop is at least 2 weeks ahead of last year. From many counties the report comes that corn is in better condition now than it has been for the last 3 years. With warm weather and abundant rains from now on, it is expected that the fields will be mature in ample time before frost. Wisconsin corn fields have been damaged by frost for several years, due to the lateness of the crop, but this is not likely to happen this year.

Many of the farmers of the state report a magnificent grain crop. Some of them report grain has never been better. They point to the cool summer and fairly ample moisture which has caused grain of all kinds to fill well. Since harvesting is well under way, it is not believed the recent hot winds for one day did any great harm. A few counties report that the dry weather reduced grain yields to some extent, but in general the grain crops of the state are well up if not above the average.

The hay crop of Wisconsin is short as so much of the clover was killed during the winter. The dry summer also helped to still further reduce the hay harvest of the state. The short hay crop will be made up by silage and by the good corn crop, much of which will have to be cut for forage feed for livestock.



JULY conditions in Kentucky were good, but August so far is a month that will long be remembered in the trade. On August 5, after a period of fairly dry weather, the real heat of the summer was met with when the thermometer went to 105° (official) and a street temperature of 117°. High temperatures lasted throughout a week or more without any rainfall, with the result that corn has been burning up, and it begins to appear as though Kentucky may suffer a much reduced corn crop, whereas conditions had pointed to a bumper yield, and probably 75 bushels to the acre in some of the rich Ohio River bottoms.

For the past 30 days wheat has been rolling into the mills much more rapidly than it can be taken care of. The farmers are anxious to sell. The mills are not at all anxious to buy, but have been endeavoring to do their part and take care of the farmers, although they have called many halts on deliveries. Under the present regulations of the milling and elevator industry the mills have nothing to gain by carrying large stocks, and can't figure to resell wheat and even get storage out of it.

The 1918 wheat crop has been coming into the mills in excellent shape. Good weather during most of the harvesting season permitted the farmers to get their wheat threshed out nicely. At Lexington and some points a scarcity of machinery and labor developed, and reports were heard concerning sprouting in shock. However, these reports are probably much exaggerated, as rainfall hasn't been sufficient to cause much sprouting, if any. It is estimated that the average yield for the state is around 18 bushels, although many reports are being received concerning yields running up to 35 and even 50 bushels.

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The demand for all grades of feed has been abnormal for weeks. Under the regulations of the Food Administration, which places a maximum price on feeds, farmers have been taking advantage

of this low price to feed bran and other products to hogs, selling their corn and other cereals and feeding with the much lower priced feeds. Millers contend that feed prices should be at least \$20 a ton higher than they are. It is pointed out that corn bran and products are selling much higher than wheat. It appears that the Food Administration in making the price at which the farmer must sell his grain, figured that the farmer should be recompensed by buying his feed at a minimum of its value. As a result farmers are camping on the trail of the small town millers in an effort to secure feeds, the demand for which is far greater than flour, resulting in the mills being unable to produce enough feed under existing conditions. It is claimed that one reason for the low prices on feed was in order that feed would go into the New England district, thereby preventing milk prices from going skyhigh. However, it is a well known fact that hog raising has increased materially, and mills which formerly shipped feed East are now selling it in local territory, with the result that the dairymen of the East have not been aided, and farmers are feeding high priced pork on low priced feed.

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Some excellent corn deals have been reported from the Henderson, Ky., district within the past week. The A. Waller Elevator Company has purchased 18,000 bushels of corn from the Suffletown bottom district, at a cost of \$1.80 a bushel on river bank. The Henderson Elevator Company picked up a 5,000 bushel crop from the Diamond Island district at a cost of \$1.75 a bushel.

* * *

Evansville, Ind., has been the scene of two mean fires within the past few days. One of the wheat elevators at the plant of Igleheart Bros. was burned, together with a quantity of wheat. A few days later a \$30,000 fire occurred in the plant of W. A. Browning Milling Company, in which the corn and wheat mill and a quantity of grain was destroyed.

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In order to keep care of the heavy offerings of wheat that have been coming in the Ballard & Ballard Company, of Louisville, has started operations again at its elevator on Underhill Street. This company has been grinding 3,200 barrels of flour daily for some time past, but is generally about 40,000 barrels behind on orders.

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In supplying farmers with sacks this season mills and elevators have been requiring a deposit of 20 cents on each sack taken out, charging 5 cents a sack for the use of them for 10 days, and 1-5-cent per sack for each additional day, with the result that the owners have had better use of their sacks than during any previous period in years.

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Allen Zaring, of the Zaring Mill & Elevator Company, of Richmond, Ky., reports that a number of farmers of that district have averaged as high as 30 to 35 bushels of wheat to the acre this year, the county averaging about 25 per cent above normal.

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An effort to get residents of Pulaski County, around Somerset, Ky., and Science Hill interested in erecting buckwheat elevators has been started by John R. Humphrey, head of the Department of Markets, University of Kentucky. At this time the crops have to be handled through Pennsylvania and Wisconsin elevators. It is expected that the 1918 crop will run about 200,000 bushels in southeastern Kentucky.

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At Bowling Green, Ky., Charles F. Simmons has opened a new feed, grain and hay store on College Street. He was formerly connected with the ownership of the Park City Feed Company.

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The Louisville Milling Company is planning enlargement of its elevator capacity, planning to erect three additional brick storage tanks, principally for carrying corn, as the company has installed a large corn mill.

The license of the Farmers' Hay & Grain Company, Harriman, Tenn., was revoked until further notice by the Food Administration in July, the company being charged with failure to live up to certain regulations in handling shipments of potatoes.

CINCINNATI

K. C. CRAIN - - CORRESPONDENT

MANIFOLD difficulties in securing a sufficient number of cars for the movement of Ohio's great wheat crop brought Governor Cox into the affair, his influence being sought to secure attention from the Railroad Administration, to the end that more cars be furnished. The Governor, accordingly, laid the troubles of the wheat growers and grain men before Director-General McAdoo in a personal telegram, and urged that a personal representative of the Administration visit Ohio to investigate the situation and assure himself of the real need for rolling stock to move the wheat. So serious was the situation, with all available storage space and elevators crammed with grain, and farmers in many sections were forced to stop threshing on account of having no place to put the grain, and a list of 75 towns from which insistent pleas for cars had been received was compiled at Columbus. The appeal to Washington bore immediate fruit, the Railroad Administration promising immediate attention to the situation, and a careful check showed that more cars began to come forward at once, with further receipts in sight. Officials of the Ohio Grain Dealers Association took a prominent part in the work, and were much gratified at the excellent results secured.

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The wheat crop in the Ohio Valley, including not only Ohio, but Indiana, Kentucky and Illinois as well, has been of enormous proportions, as the dry figures show, and as the movement through Cincinnati bears eloquent witness. Railroad officials here say that the movement has been of record-breaking proportions, and it has increased steadily as the threshing has progressed and the crop has got under way to the East and seaboard points. Recently three days showed receipts of 293 cars, nearly all grading up to No. 3 or better, and on one day 25 cars of No. 1 and 32 cars of No. 2 were received. The Ohio crop alone is figured at approximately 40,000,000 bushels, being one of the biggest wheat crops ever harvested in the state. The end of July saw harvesting about completed, under excellent conditions, and with a high average yield of about 20 bushels to the acre. At this writing the corn crop is estimated to average about 90 per cent, being on the whole in good condition and promising a fine yield.

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The Eikenberry-Fitzgerald Company has been organized at Cincinnati by Edw. A. Fitzgerald, R. S. Fitzgerald, of the Fitzgerald Bros. Company, E. C. Eikenberry, of the Eikenberry Company, Hamilton, Ohio, and John C. Harmann. The company will engage in the elevator, retail grain and feed business, without interference with the businesses now handled by the members of the company.

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A bumper wheat crop, a fixed price and inadequate storage facilities, have combined to produce a situation where the farmers are all anxious to market their wheat at once, and the millers, on the other hand, are not at all anxious to buy it, while elevators find no profit in handling it under the conditions. There has been, in consequence, considerable complaint on the part of farmers in southern Ohio and in Kentucky, who say that they have produced big wheat crops, as a patriotic duty, and now find themselves unable to house it properly or to sell it. The millers point out, however, that as they are not permitted to accumulate over a 60-day supply, and are, moreover, able to buy as

they need grain at Government prices, there is no reason why they should assume the investment, risk and carrying charges of buying all wheat offered to them. As J. W. Greenfield, of Blanchester, Ohio, pertinently asks, "The question is, who is going to carry the wheat needed to supply our people after the harvest is over? Mills can carry a 60-day supply, but who is going to carry the supply for the other 300 days?"

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John A. Ferger, formerly with the Ferger Grain Company, of Cincinnati, Ohio, is now engaged in Y. M. C. A. work with the army. He returned a short time ago from a war work conference of "Red Triangle" men at Blue Ridge, N. C., and left shortly after for his station at Fort Oglethorpe, Ga.

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A fire in one section of the milling plant of Faulk Bros., at East Liverpool, Ohio, on July 29, caused a loss of about \$8,000 in grain and equipment, as well as in damage to the building. Incendiaries are suspected of having started the blaze.

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The Jennera Co-Operative Grain & Supply Company has been organized at Jennera, Ohio, with a capital stock of \$20,000, by L. J. Arras, F. H. Bearmeller, Ralph Steinman, H. A. Von Stein and E. H. Heldman.

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The Firelands Elevator Company, incorporated at Norwalk, O., with a capital stock of \$30,000, will operate a grain elevator. John Bohn, F. M. Chapin and others are interested in the enterprise.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

RECORD-BREAKING wheat receipts have been the feature of the grain market here recently. All day's total arrivals were surpassed August 12, when 1,050,000 bushels were posted. Two weeks ago a previous record was set at 930,000 bushels, and the previous record was 860,000 bushels in 1912. Total stocks here August 12 were close to 3,000,000 bushels, compared with several hundred thousand last year. The general opinion in trade circles is that the movement will continue for some time, as the recent dry weather has made the winter wheat crop good quality for immediate shipment, and farmers see no inducement to hold supplies under the Government's guarantee of \$2.25 for wheat.

Export grain houses here have been benefited by the movement, as the Government is taking large supplies of the grain for shipment rather than call on the mills to manufacture flour. In fact, so great has been the demand for wheat and the light request for flour that many millers have been doing practically no business, and at a recent meeting of the Southwestern millers here, it was decided to protest to the Government as to the relatively small flour business being done by the Government in the face of the much larger wheat crop than that of a year ago.

Feed dealers also are complaining over the outlook, as with the mills grinding such small supplies of wheat, it is practically impossible to obtain supplies of mill feeds with which to supply the trade, at a time when the excessive hot weather has severely damaged pastures, and made the demand for feeds all the more acute.

The future trader is practically the only one that has no ax to grind in this market. The hot weather has sent corn futures "rocketing" to the highest prices of the season, and as the pit element generally have been favoring the buying side of the market, they have nearly all made money. Official reports indicate that the Missouri corn crop has been materially reduced by heat and drought, and the state forecast of August 1, placed the yield at 185,000,000 bushels, compared with 225,000,000

bushels a month before; and since the report was made up the most severe weather of the summer has been encountered. Farmers on the Merchants' Exchange daily testify to the rapid deterioration of the crop, and many declare that the harvest will prove almost a total failure over a large part of the state, unless the present heat wave is immediately broken by lower temperatures and general rains.

* * *

The record-breaking wheat movement here has caused adverse comment in certain quarters regarding the elevator capacity in the St. Louis market and has caused E. C. Andrews, acting president of the Merchants' Exchange to send the following telegram to Julius H. Barnes, president of the United States Food Administration Grain Corporation in New York:

Mr. Flesh has been kind enough to advise us that some complaints have been made to you of grain congestion in St. Louis. With our knowledge of the situation such statements are incomprehensible. Our elevator capacity is approximately 6,000,000 bushels and total stocks in these elevators today are only 2,500,000 bushels, leaving approximately 3,500,000 bushels of idle storage. There is no congestion and there will be none if the railroads switch the grain as promptly as their facilities should permit. The only complaint that we have heard is the failure of the railroads to furnish outbound equipment promptly.

With record receipts of wheat in this market there has been no complaint from receivers, elevators, mills or shippers. We consider this a remarkable record. Mr. Flesh, of the Food Administration, has the situation thoroughly in hand and has handled it to the entire satisfaction of everyone in this market. The grain trade here considers it is due to his efficient management that there has been no congestion.

* * *

James F. Bradshaw, Warehouse Commissioner of Missouri, has notified Secretary Eugene Smith, of the Merchants' Exchange, that after August 1 the test weight of No. 2 red oats under rules of the Missouri State Grain Inspection Department, will be 29 pounds to the measured bushel, instead of 30 pounds as at present. The change is made to obtain uniformity in grading of No. 2 oats, as the same weight is in effect under the Kansas State Grain Inspection Department.

* * *

Farmers of Madison County, Ill., were not to be outdone by John E. Hall and James Hunter, who some time ago donated a hog and a calf that realized \$1,000 for the Red Cross, so last week they shipped in a car of wheat to be sold for the organization. The wheat brought \$2.21 per bushel and realized \$1,547. The Kehlor Flour Mills bought the wheat from the Schultz-Neimeier Grain Company. The grain company charged a full commission on the sale to comply with Government regulations, then donated the proceeds to the Red Cross.

* * *

The Terminal Elevator, of 100,000 bushels capacity, at Denverside, Ill., has been purchased from the C. H. Albers Commission Company, by the George Harsh Grain Company, and will be operated by the firm, in connection with their outside business.

* * *

Grain men recently petitioned the directors of the St. Louis Merchant's Exchange, that an order be made that no bids by members shall be made on wheat to arrive, unless 1½c be first deducted from the current quotation or fixed prices. Thirty-three members of the Merchants' Exchange and grain men signed the petition.

* * *

H. L. Dannen, of the St. Joseph Hay and Grain Company, St. Joseph, Mo., was in St. Louis August 12, and declared that the corn crop of the state is going back rapidly. Mr. Dannen said that in many districts the present heat wave was the most severe ever known, and that practically no vegetation could stand such weather. He refused to make a forecast as to the size of the state crop, however.

* * *

J. O. Ballard, president of the Merchants' Exchange, has been confined to his home for nearly two weeks by illness. Mr. Ballard had been complaining for some time, and his friends advised him that he was working too hard. He has been very

active in recent business relative to the grain trade, in both New York and Washington. Friends of Mr. Ballard declare his condition is not serious.

* * *

During the rush movement of grain in the St. Louis market, the following railroads have agreed to make a second call on the Merchants' Exchange floor for disposition orders, beginning promptly at 3:30 p. m. and stopping at 4 p. m.: Missouri Pacific, Big Four, Chicago, Burlington & Quincy, Chicago, Rock Island & Pacific, Wabash, Pennsylvania and Missouri, Kansas and Texas.

* * *

F. W. Gross, of the Sedalia Milling Company, was on the Merchants' Exchange recently and stated that not only is the wheat crop large in the mill's territory, but that the quality of the grain is very high.

* * *

E. Witter, formerly with Chapin & Co., of Chicago, and later in the grain business in St. Louis, but now attached to the Kemper Grain Company, of Kansas City, was a visitor on 'Change recently. Mr. Witter declared that prosperity is general throughout Kansas.

* * *

The Dannen-Feildler Grain Company is opening offices in St. Louis. Mr. Feildler has been associated with the Marshall Hall Grain Company at the St. Joseph office. Mr. Dannen is well-known in St. Joseph grain circles.

* * *

Contrary to general reports, Dau Mullally, vice-president of the Langenberg Bros. Grain Company, is not going to move to Kansas City. The new Kansas City office of the firm is in charge of Harry Fisher and C. S. Leach, the former handling the hay end of the business. Mr. Mullally will continue in charge of the St. Louis hay business of his company.

KANSAS CITY

B. S. BROWN - - CORRESPONDENT

WHEAT receipts at Kansas City in July were the largest on record for any month. The total was 10,767 carloads, containing about 15,000,000 bushels of wheat, and surpassing by 2,400 cars the movement of four years ago when Kansas had its record crop of 185,000,000 bushels for this market to draw on. Kansas City grain firms and millers paid out around \$32,000,000 in July. The big initial movement is attributed to two causes: Fine weather conditions during and after harvest which permitted early shipments, and the fact that there is no particular inducement for farmers to hold their wheat with prices at the principal winter markets practically at the guaranteed minimum basis. Many grains receivers, who are guided by their country advisers, think that within a month or so, or perhaps sooner, this big early movement will be followed by a corresponding dull period when most farmers have loaded the bulk of their crop. Quality of grain coming to Kansas City continues remarkably fine, nearly all grading No. 1 and No. 2, with only occasional cars as low as No. 4 and sample. Moisture test is also lower than usual.

Tests by the Southwestern Laboratories of the dry gluten content of new hard wheat showed an average of 12.79 per cent, compared with a standard content of 11.50 per cent.

Since the Government's guaranteed price schedule, on the basis of freight, would make wheat worth less than \$2 a bushel in a considerable area of Montana, California, Arizona, New Mexico, Wyoming, Colorado, Oregon, Idaho, Utah and Nevada, the Food Administration, through the Kansas City office has arranged for shipments in the intermountain area to the most accessible terminal markets at adjusted prices.

C. P. Moss, a member of the Kansas City Board of Trade for 19 years and in the grain business 37 years, starting as a messenger boy, has given up his interests to become trust officer for the Peet Bros.' Manufacturing Company.

* * *

A report received at the Kansas City office of the Grain Corporation said that elevators in many parts of Oklahoma had stopped buying wheat, due to their inability to comply with all the regulations. The trouble, it was explained here, was the Oklahoma elevators had loaded up with high-priced wheat in competition with millers when the movement first started and now that the market is down they have no market for their grain except on a lower basis. It was said that there is a possibility that the Government will take over country elevators and operate them where there is any disposition not to deal fairly with farmers.

* * *

A membership in the Kansas City Board of Trade sold for \$10,000 last month, the highest price ever paid for a seat in any grain exchange in the world, and about twice what they are worth at Chicago or Minneapolis. C. S. Leach of the Langenberg Bros. Grain Company, a St. Louis concern, was the buyer. The membership was at first to be sold him direct by the exchange, making the total number of members 201, but he later took one from another member, at the same price. The nominal price of new memberships has been raised by a vote of the members from \$10,000 to \$15,000. Several have been transferred lately at \$9,500. The enormous amount of business which is being done here at present, together with the advance in commission charges, make it possible for memberships to bring these prices.

* * *

The Board of Trade Sampling Department has increased its charges from 25 cents to 40 cents a car, with the hope of making the office self-sustaining.

* * *

Elevators are experiencing difficulty in securing labor to handle the big arrivals of wheat at Kansas City. Men are not available at 45 and 50 cents an hour, with a substantial bonus for overtime. Railroads likewise are handicapped. Due to the congestion of inbound grain cars, referring especially to wheat, the Kansas City Board of Trade directors on July 26 ruled that cars ordered for transfer and shipment previous to that day would be moved on the basis of destination weights and that such settlements should be construed as satisfying contracts made on the basis of Kansas City weights. The ruling applied specifically to points where Missouri, Minnesota, Chicago or Milwaukee official weights could be obtained. In this way between 500 and 600 cars were released which would have otherwise have been detained several days. Some roads coming into Kansas City are holding back grain in the country, so acute is the labor shortage here, and it was said that unless conditions improved various embargoes were being considered.

* * *

Total deliveries on July contracts in Kansas City were 446,000 bushels of corn and 25,000 bushels of oats, the latter including 5,000 bushels on track.

* * *

The Food Administration Grain Corporation at Kansas City has been called upon to take a substantial amount of red wheat and some hard during the past 2 weeks, representing the surplus over demand from millers and shippers. In all about 500 cars were taken. Most of this, D. F. Piazek said, will be moved to the Atlantic Seaboard for export. The policy adopted last year of shipping flour instead of wheat to save tonnage has been changed, due to the difficulty of handling package freight and the fact that England and the continent prefer wheat since there is an urgent demand abroad for mill feeds. Millers are reported somewhat pessimistic over the outlook as they do not think that domestic trade will be large enough to keep them busy, especially after spring wheat is on the market in quantity.

A WOMAN IN THE GRAIN BUSINESS

A splendid example of what a woman can do in the grain business is Mrs. A. E. Thompson of Aurora, Kan. Mrs. Thompson and her husband conduct, with great success, two grain elevators; and without any disparagement to Mr. Thompson, let it be said that Mrs. Thompson is no mere assistant. She can and does handle the elevators as well as her husband and has been an equal factor with him in building it up to its present high standard.

Mrs. Thompson got into the grain business in this wise. A number of years ago, when Mr. Thompson was new in the grain game, there came an especially fine crop and business began to pour into the path of the Thompson Elevator to the tune of thousands of bushels. Thompson was poorly equipped to handle it and this together with other handicaps, brought his nerves to the breaking point so that he said "I'll have to quit." It was then that his wife took hold. To quote herself: "The managers had figured that there would be 20,000 bushels of wheat to be handled in the next three months. In two weeks, 29 carloads



MRS. A. E. THOMPSON

were dumped, with more in the farmers' bins. I got busy. From early morning, I was at the scales, at the telephone, the depot, the bank, buying, weighing, checking up, paying for, selling and billing out grain." From then on, Mrs. Thompson stayed in the business. In the two and a half years following, the Thompson elevator handled 550,000 bushels of wheat, besides corn and hay. In order that she might become more familiar with the grain business, Mrs. Thompson accompanied her husband to five grain dealers' association meetings, three at Kansas City, one at Wichita, and one at Topeka.

With the advent of Mrs. Thompson into the business, the Thompson Elevator flourished so that Thompson was able to buy his competitor's elevator, thus over doubling his output.

Meanwhile Mrs. Thompson continued with her home duties and civic work (she is, perhaps, the most prominent woman socially and politically in the town). As a fair sample of her energy, is a resume of one day's work. "I did my washing the first thing in the morning, entertained two callers having to do with some civic work, fried chicken and prepared other food for the day's meals, and was on duty at the elevator at 8 o'clock. That day established our record grain day. I found that 127 wagon loads of wheat had passed over the scales when checking up at night. This was broken later when I weighed 179 loads."

Not an unimportant member of the firm has been Brutus, the bulldog. Brutus is the diplomatic element in the business and feels that he has done much to gain goodwill for the Thompson Elevator.



ILLINOIS

A grain office is being opened at Lincoln, Ill., for the Murphy Grain Company.

The Ancona Grain Company, operating at Ancona, Ill., has filed a certificate of dissolution.

A large grain elevator is under course of construction at La Grange, Ill., for Wilson Mitchell.

The Kankakee Elevator Company of Illinois has given up its charter to operate in the state of Indiana.

Paul G. Mueller, C. B. Mueller and A. C. Curry have incorporated at Chicago, Ill., as the Midwest Elevator Company.

The capital stock of Wand Todt & Co., grain dealers located at Litchfield, Ill., has been increased from \$5,000 to \$25,000.

A. B. Curtis has disposed of his elevator at Avon, Ill., to a company which will organize as the Avon Farmers Elevator Company.

The Williamsfield Elevator at Brimfield, Ill., owned by Glenn R. Swank & Co., has been purchased by Davis Bros. & Kinson.

The Rink & Scheib Elevator situated at Sharpsburg, Ill., has been taken over by the Farmers Grain Company, the transfer price being \$10,000.

R. I. Thornton, H. A. Rumsey and J. H. Wheeler have incorporated at Gardner, Ill., as the Gardner Grain Company. Capital stock amounts to \$25,000.

F. J. Wagner, G. W. Nevin and C. L. Glenn have filed incorporation papers as the Marissa Grain & Elevator Company of Marissa, Ill., capitalized at \$15,000.

Capitalized at \$20,000, the Farmers' Grain Company was incorporated at Girard, Ill. Jos. L. Alford, John A. Warrick and Horace H. Rutherford are interested.

The F. G. Martens Grain Elevator, situated at Randolph, Ill., has been purchased by the Randolph Co-operative Grain Company for a reported consideration of \$8,000.

The C. H. Albers Commission Company sold its grain elevator at Denverside, Ill., to the George Harsh Grain Company, who will operate same in the immediate future.

For the purpose of conducting a general grain business, the Bondville Grain & Supply Company has been incorporated at Bondville, Ill. Capital stock amounts to \$25,000.

An elevator situated at Varna, Ill., has been purchased by J. C. Maddin of the Wyoming Grain Company of Wyoming, Ill. He expects to move his new possession to Wyoming.

The capital stock of Bader & Co. has been increased from \$25,000 to \$53,000. The company operates a string of elevators on the Burlington Railroad in the state of Illinois.

A 40,000-bushel elevator of concrete construction has been built to the milling plant of the Universal Oats Company of Dixon, Ill. The Polk, Genung & Polk Company had the contract for the elevator.

The elevator and mill of Bader & Co., Lewistown, Ill., is to be operated by electricity. A 10-horsepower motor is being installed to operate the elevator; and a 25-horsepower one to operate sheller.

Articles of incorporation have been filed by the Hauffner Mill & Elevator Company of Petersburg, Ill., capitalized at \$25,000. The company was incorporated by A. J. Hauffner, A. H. Satter and A. M. Boyd.

Incorporation papers have been filed by P. G. Jones, Pat Mooney and J. W. McClintock as the Bongard Grain Company to operate at Bongard (Villa Grove p. o.), Ill. Capital stock amounts to \$20,000.

The contract has been let by the Farmers Elevator Company of Nokomis, Ill., for the construction of a modern grain elevator with a capacity of 40,000 bushels. The plant will be of concrete construction.

Incorporation papers have been filed for the Farmers Grain & Supply Company which will operate at Drake, Ill., capitalized at \$6,000. Earl E. Hicks, Lucien G. Griswold and Wilson L. Doyle are interested.

The calf meal factory of J. W. Barwell at Waukegan, Ill., is being improved by the construction of three large reinforced concrete grain elevator tanks. The company manufactures cornmeal, rye

flour, barley flour and oat flour in addition to the feed.

The Atlanta, Ill., grain business of Applegate & McKnown has been sold by them to Jos. A. King. The transfer included all the business of the grain firm with the exception of an elevator on the C. & A. R. R. upon which line Mr. King already had an elevator.

The Quincy (Ill.) Warehouse Company has been incorporated capitalized with stock of \$25,000. The concern will conduct a grain business in the elevators at the establishment of the United Cereal Mills Company not in use at the present time by the mill company.

The elevator of Gene Sapp at Sciota, Ill., has been sold by him to the recently organized Farmers Elevator Company of that place. The company at the present time operates the Rush & Fahnestock and the Sapp Elevators. Mr. Sapp retains possession of his mill at Good Hope.

A modern elevator with a capacity of 40,000 bushels is to be built at Sabina, Ill., by the farmers in that locality. The plant will be equipped with up-to-date drying and shelling facilities. Among those interested in the proposed plant are: Fred Horine, Paul Murray, Jim Wilson, C. Wilson and Fred Gilbert.

The sale is announced of the T. E. Hamman Elevators at Cerro Gordo and Milmine, Ill., to W. S. Garlough & Co. Mr. Garlough will move his family to Cerro Gordo in the near future. Possession was given August 1. These are two of the most modern and best equipped elevators in central Illinois, and are both good grain stations. Mr. Hamman will probably take a long needed rest, going to California in automobile with his family. He will remain, however, with the new firm for a reasonable time.

IOWA

A new cement elevator is to be constructed at Dickens, Iowa, for the Farmers Elevator Company.

The elevator of C. W. Edgington at Pioneer, Iowa, has been sold to farmers of that vicinity.

The Farmers Elevator Company of Hardy, Iowa, has made plans to rebuild its elevator which burned.

The Farmers Union has purchased the elevator and grain business of Stanley Kern at Birmingham, Iowa.

Farmers in the vicinity of Hamburg, Iowa, have made arrangements to establish and operate a grain elevator there.

The Rock Island Elevator at Rowan, Iowa, has been purchased from the Rowan Lumber Company by Joe Patton, Jr.

W. W. Little has purchased the Rock Island Elevator at Tipton, Iowa, and has placed Wm. Sherwood in charge of the plant.

The business of the Farmers Grain Company at Fernald, Iowa, has been opened under new management. Clarence French is manager.

The grain business of the Slagle Company at Hospers, Iowa, has been sold by it to the Hubbard Palmer Company of Minneapolis, Minn.

The elevator at Taintor, Iowa, has been purchased by J. E. and Paul Johnson of Oskaloosa from H. B. McVeigh. Mr. McVeigh's sons are in the U. S. Army.

Farmers around Anita, Iowa, have organized into a co-operative company which will conduct a grain elevator business there and buy and sell feed, flour, etc.

The capital stock of the Farmers Elevator & Supply Company operating at Kamrar, Iowa, has been increased from \$25,000 to \$75,000. C. I. Gilmore is president of the firm.

The elevator of the Bowles-Billings-Kessler Grain Company at Marietta (r. f. d. Marshalltown), Iowa, has been sold. The firm has purchased a plant at Galt which it will operate.

The Davenport Elevator Company has obtained possession of the elevator at West Bend, Iowa, formerly conducted by Gilchrist & Co. The Davenport company owns elevators at Bode and Hardy.

The charter of the Superior Farmers' Elevator Company, Superior, Iowa, has been amended increasing the capital stock of the organization from \$10,000 to \$15,000. B. A. Wilkinson is president and Hamlin M. Ely, secretary of the concern.

A. J. Wilson has completed arrangements for the construction of a modern elevator with capacity of

35,000 bushels at Truesdale, Iowa. The plant will be covered with steel and will be equipped with modern handling machinery. The building will cost \$10,000.

Several articles in the charter of the Lavinia Elevator Company of Lavinia, Iowa, have been amended. The capital stock of the company has been increased from \$10,000 to \$20,000. W. A. Cook is president and E. E. Freetly, secretary of the concern.

Incorporation papers have been filed by J. M. Moore, C. H. Potter, C. R. Schoby, W. C. Nelson and P. H. Hargreaves of Algona, Iowa, directors, of the Farmers Elevator Company which will operate at Hobart (no p. o.) Iowa. Capital stock amounts to \$50,000. J. M. Moore is president.

The Farmers Elevator Company has been incorporated at Quimby, Iowa. The company will build a fireproof elevator there. Fred Ritchie, James Fee, Oscar Johnson, Wm. Smith, P. M. Peterson, Peter Reinert and Jas. Karns are the directors of the concern which is capitalized at \$20,000.

The Farmers Union Exchange has been incorporated to operate at Kellerton, Ringgold County, Iowa, and will handle grain, feed, seeds, flour, poultry, stock, etc. The company is capitalized with stock of \$10,000. C. E. Jackson, G. M. Terwilliger, B. D. Morgan, Day Terwilliger and H. A. Whithorn are the directors of the concern.

OHIO AND MICHIGAN

The capital stock of the Wolcott Grain Company of Saginaw, Mich., has been increased from \$9,000 to \$25,000.

The capital stock of the Heffner Grain Company of Circleville, Ohio, has been increased from \$15,000 to \$35,000.

The Sprague & Ward Elevator at St. Johns, Mich., is being improved and equipped with wheat and bean cleaners.

L. F. Aleshire has purchased the Burns Grain Elevator at Bowlusville, Ohio, and will continue operations in it.

The Cass City Grain Company has taken over the Bay City, Mich., elevator owned by the People's Elevator Company.

The capital stock of the Conover Grain Company operating at Conover, Ohio, has been increased from \$10,000 to \$25,000.

A co-operative company is being organized at Hume, Ohio, by farmers in that vicinity. Capital stock will probably be \$25,000.

Improvements are being made by the Fostoria Farmers Exchange Company of Fostoria, Ohio, on its plant. A carloader is being installed.

Wilgus & Shaffer, recently organized by E. J. Wilgus and C. W. Shaffer, have plans under consideration for the erection of an elevator at St. Paris, Ohio.

J. J. Walper's grain elevator at Deerfield, Mich., has been taken over by Wm. P. and Carl Karner. The latter has been in charge of the plant for about eight years.

The Stockbridge Elevator Company discontinued business on August 7 at Shaftsbury, Mich. The company has been renting the elevator owned by Mrs. Mae Calkins of Perry.

An interest in the O. P. Davis elevator and flour mill at College Corner, Ohio, has been purchased by Mr. Lancaster. He was for some time with the Wm. Eesley Milling Company.

The McLaren Elevator at Charlotte, Mich., has been taken over by Geo. Sebrook of Ionia. The plant has been idle for some time but will be put into operation by the new owner.

Half interest in the grain elevator at Cavett, Ohio, has been purchased by C. H. Brittner of Delphos. W. J. Pollock, of Middle Point, retains the other half interest in the concern.

The elevator of W. E. Rassmussen at Stanton, Mich., has been sold by him to the Gleaners' Clearing House Association of Detroit, Mich. D. G. Dakin will act as manager for the association.

A concrete grain elevator is included in the new establishment built by the Muskegon Milling Company of Muskegon, Mich., replacing the plant which was destroyed by fire several months ago.

Brandt & Hollerbaugh have under course of erection a grain elevator at Van Wert, Ohio. The plant is to have a capacity of 60,000 bushels grain and

A large addition is being erected to the plant of the Vanlue Grain Supply Company at Vanlue, Ohio. will contain machinery for drying corn and other cereals.

The Rockford Grain Company of Rockford, Ohio, has advised the "American Grain Trade" that Mr. Behymer is not a stockholder in that company, as mentioned in its last issue. R. J. Wagers is interested in the concern.

The Teegarden Elevator at Antwerp, Ohio, is now the property of an organization composed of Sherman S. Conn, H. L. Frysinger, John Mosier and A. Whitney. S. S. Conn will have charge of the operation of the plant.

Incorporation papers are soon to be filed by farmers in the vicinity of Norwalk, Ohio, for the purpose of building and conducting a grain elevator there. The company will be known as the Firelands Elevator Company.

Risser & Good, after operating a grain elevator at Jenera, Ohio, for 18 years have dissolved as a company and disposed of their business at Jenera, Ohio. Mr. Risser will operate the grain houses at Rushmore, Rimer and Vaughnsville, Ohio.

The Nelson S. Smith Wholesale Produce House at Alma, Mich., is undergoing numerous repairs. Mr. Smith has announced that he intends to build another bean elevator at once. He will overhaul the cleaning room and install additional bins and scales.

W. H. Riddle and P. G. Wood have opened a grain elevator at Hilliards, Ohio, for business. The elevator is modern in equipment and has a capacity of 20,000 bushels. Construction work started in September, 1917.

A receiver has been appointed for the Richter Grain Company of Cincinnati, Ohio, by request of Theobald Felss, vice-president of the firm. The latter claims that the company is solvent, but because of delays in grain shipments, the company was unable to meet certain notes due and that the creditors of the company are pressing them for payment.

The Eikenberry-Fitzgerald Company has been incorporated at Cincinnati, Ohio, capitalized with stock of \$315,000. The concern will conduct a general elevator and grain business. E. C. Eikenberry, Camden; C. M. Eikenberry, Hamilton; Edw. A. Fitzgerald, R. S. Fitzgerald and John C. Hermann of Cincinnati are the incorporators. The firm will be independent of the Fitzgerald Bros. Company, the latter firm to continue under the management of Richmond Fitzgerald and Harry Niemeyer. Edw. A. Fitzgerald will be manager of the concern.

MINNESOTA AND WISCONSIN

A new farmers elevator is being constructed at Carlisle, Minn.

Otto Johnson is repairing the elevator at Ihlen, Minn., which he recently purchased.

An addition is being erected to the elevator operated at Stacy, Minn., by F. E. Lilja.

A small addition is to be built to the plant of the Froedtert Malting Company of Milwaukee, Wis.

The Pacific Elevator at Delhi, Minn., has been taken over by the proprietors of the Farmers' Elevator.

The capital stock of the Farmers Elevator Company at Stewartville, Minn., has been increased to \$40,000.

Plans have been made for the construction of a modern elevator with capacity of 25,000 bushels at Barnum, Minn.

The old Hubbard & Palmer Elevator at Brewster, Minn., is being remodeled. The plant will again be used for storing grain.

The elevator of the Nelson Bros. Grain Company at Renville, Minn., was opened on August 1. John Val Klein is in charge of the plant.

The permit has been granted the Capitol City Milling Company of St. Paul, Minn., to erect a reinforced concrete grain elevator to cost \$24,000.

The Osceola Mill & Elevator Company has made plans for rebuilding and remodeling its elevator at Barron, Wis. Fred L. Cuthbert is manager of the plant.

The elevator at Evan, Minn., has been purchased by the Morgan Grain Company from Alfred Green. Wm. Nelsen will be retained as buyer by the new owners.

The interior of the warehouse of the A. M. Penney Company at Coloma, Wis., is being remodeled. The plant is being equipped with machinery for handling rye.

Half interest in the St. John Elevator located at Currie, Minn., has been purchased by E. C. Callen. In the future the plant will be conducted as Callen & St. John.

The contract has been awarded by the Red Front Flour & Feed Company of Eau Claire, Wis., for the construction of a three-story grain elevator and warehouse, 60x140.

The elevator at Dawson, Minn., formerly owned

by the Fairmont Fuel & Grain Company has been purchased by John A. Carlson. K. D. Danielson formerly operated the plant.

P. O. Unumb, K. P. Landru, C. F. Raiter and others have incorporated at Alexandria, Minn., as the Alexandria Farmers Elevator Company. Capital stock amounts to \$10,000.

A new grain elevator is to be constructed at Dale, Minn. The former elevator burned last spring. The plans, as they now stand, provide for the completion of the elevator by September 1.

Extensive repairs are being made on the elevator of the Farmers Elevator Company at Raymond, Minn. The building will be raised considerably and numerous other alterations will be made.

Incorporation papers have been filed for the Rockville Co-operative Elevator & Milling Company of Rockville, Minn., composed of C. Menke, C. Dietman, Stephen J. Schaefer, J. Undersander, John Liether, J. Meinz and John Molitor. The capital stock of the concern is \$50,000.

Ten elevators owned by the State Elevator Company of Minneapolis, Minn., have been purchased by the Powers Elevator Company. The latter concern now has 57 elevators in Minnesota and the Dakotas besides 22 lumber yards. Martin Paulson has been retained as manager and buyer.

The elevator at Milwaukee, Wis., which the Lyman-Joseph Grain Company has been operating under lease has been purchased by them. The plant will be closed down for a time during which numerous repairs will be made. I. C. Lyman is president and Burton Joseph, secretary and treasurer of the concern.

MISSOURI, KANSAS AND NEBRASKA

The elevator at Mineral, Kan., is being remodeled.

The elevator situated at Rexford, Kan., has been taken over by J. B. Ford.

The elevator at Shook, Kan., has been leased by Chas. Burlie of Bluff City.

A new grain elevator is being built for W. H. Dodderidge at White City, Kan.

The Lathrop, Mo., elevator of Frank Guyton has been leased by Eddy & Sellars.

The J. J. Jackson Elevator at Oberlin, Kan., has been purchased by the Oberlin Equity Exchange.

A new dump has been installed in the plant of the Maywood Elevator Company of La Grange, Mo.

A new elevator is under course of erection at Princeton, Kan., by the Star Grain & Lumber Company.

The elevator of the Pearl Town Mercantile Company at Pearl, Kan., is being repaired and overhauled.

The grain business at Broughton, Kan., formerly owned by Chas. Hane, has been purchased by J. C. Carson.

The Slaughter & Prescott Elevator situated at McLean, Neb., is undergoing repairing and remodeling.

The elevator and coal sheds of I. R. Blake at Basil, Kan., have been taken over by H. F. Braley of Kingman.

A grain storage plant of 30,000 bushels' capacity is being constructed for the W. H. Hurley Grain Company of Clinton, Mo.

The elevator at Monmouth, Kan., has been completed. The plant will be operated under the management of W. S. Leaman.

The grain elevator at Ponca, Neb., formerly conducted by A. H. Hillis has been purchased by the Farmers Union Association.

A new automatic scale has been installed in the plant operated at Union, Neb., by the Farmers Co-operative Elevator Company.

Hendrix & Lemon, conducting a grain business at Curryville, Mo., have taken over the business formerly conducted by C. B. Sutton.

The elevator of the Trans-Mississippi Grain Company at Brule, Neb., has been purchased by the Farmers Co-operative Association.

A stock company is being organized by farmers around Taylor, Mo., for the purpose of building and conducting a grain elevator there.

The elevator and grain business at Appleton City, Mo., conducted for years by H. C. Grider has been purchased by his son, M. D. Grider.

The grain business of P. J. Mullin conducted at Friend, Neb., has been disposed of by him to the Wilsey Grain Company of Lincoln, Neb.

A new grain elevator has been opened at Dorance, Kan., for the Wilson Milling Company. W. Steinle will be in charge of the plant.

The Farmers Co-operative Association has sold its elevator at Kiro (r. f. d. Silver Lake), Kan., to William F. Bolan. The elevator has a capacity of 10,000 bushels.

The Farmers Elevator & Lumber Company of Hayland, Neb., has amended its charter as follows: Article 1. This company shall be known as the Farmers Elevator & Lumber Company and its principal place of transacting business shall be at Hast-

ings, Adams County, Neb. H. C. Saddler is president of the organization.

The elevator of the Wright, Leet Grain Company of Lincoln, Neb., at Ruskin, Neb., has been opened for business. John Strobehn is manager.

A new 10-ton auto truck and wagon scale has been purchased by and installed in the plant of the Farmers Elevator Company of Wilber, Neb.

The Bigelow Elevator at Blue Rapids, Kan., is being repaired by the Farmers Co-operative Grain Company. New equipment is being installed.

The elevator at Sedgwick, Kan., formerly known as the Gingrass Elevator, has been purchased by Joseph Clark, proprietor of the Clark Elevator.

The Ferguson Elevator now occupies a new site on the spur at Scotts Bluff, Neb. The elevator was moved to its old location at a cost of about \$1,500.

The elevator located at Wilsey, Kan., is undergoing numerous repairs. The roof is being raised to increase the wheat storage capacity of the plant.

The elevator located at Olean (mail Ord), Neb., has been purchased by the Farmers Grain & Supply Company. L. L. Oliver will be manager of the plant.

J. E. Baldwin, John Hazer and W. S. Hunter have incorporated at Zenda, Kan., as the Farmers Co-operative Company. Capital stock amounts to \$12,000.

The contract has been let by the Farmers Union at Wayne, Neb., for the construction of an elevator of 30,000 bushels capacity. The plant will cost \$12,000.

A modern corn elevator is to be built at Bragg City, Mo., by the Little River Farmers Company. The elevator will have a capacity of five or six cars of ear corn.

The Troy Commercial Company's elevator and that of the Stephenson Estate at Troy, Mo., has been purchased by the Farmers Elevator & Supply Company.

The 12,000-bushel grain elevator located at Conception, Mo., has been taken over by W. W. Young, a member of the Kansas City Board of Trade, and B. V. Kirby.

The Farmers Union Co-operative Elevator Company is to rebuild its elevator at Scotia, Neb., which burned recently. The new structure will be of fire-proof construction.

Chris. Christenson, Henry Peters and J. F. Dunder have incorporated at Palmer, Neb., as the Farmers Grain & Coal Company. Capital stock amounts to \$25,000.

Operations have been resumed in the Shellabarger Elevator at Natoma, Kan., which has been closed during the past winter. H. F. Richards is in charge of the elevator.

The Sauer Milling Company is building a new 20,000-bushel elevator at Patterson, Kan. The contract has been let to the Burrell Engineering & Construction Company.

The Woodson County Grain Company of Yates Center, Kan., is enlarging its elevator there. The plant when remodeling is completed will have a capacity of 25,000 bushels.

Incorporation papers have been filed for the Vandalia Farmers Elevator Company of Vandalia, Mo., capitalized at \$20,000. The company will erect and operate a grain elevator.

The grain elevator of S. H. Velie near Kansas City, Mo., is to be rebuilt. The plant burned not long ago, together with other farm structures, with a loss of \$45,000 to the owner.

C. B. Walker, J. F. Feraris, D. A. Gepford, H. P. Edwards and G. H. Hand have incorporated at Adrian, Mo., as the Adrian Elevator Supply & Selling Company, capitalized at \$25,000.

The Farmers Elevator Company, which was just recently organized at Dunning, Neb., has made arrangements for the construction of a grain elevator of 10,000 bushels' capacity.

The elevator, grain and mill business of the Wilson Bros. conducted by them at Jonesburg, Mo., has been purchased by J. D. Ahmann of Marthasville. Possession is to be given at once.

E. G. Taylor of Loup City and I. C. Hardin are the new proprietors of the elevator of the Trans-Mississippi Grain Company at Ogallala, Neb. Leo Martin will be retained as local manager.

The Farmers Elevator Company of Callaway, Neb., has made plans to purchase the Trans-Mississippi Elevator and commence business in it as soon as the present company vacates the building.

A new grain elevator is under course of construction at Haigler, Neb. The plant will be equipped with modern machinery. The Burrell Engineering & Construction Company has contract for the plant.

Fred Deitz, D. H. Bender and J. J. Strecker, Jr., all of Russell, Kan., have filed incorporation papers at Galatia, Kan., as the Farmers Union Co-operative Association. The company is capitalized at \$30,000.

The elevator owned by W. F. Lanwehr at Hawk Point, Mo., has been purchased by the Hawk Point Elevator Company. The company was recently or-

ganized and is backed with stock amounting to \$15,000.

The Hillsboro, Kan., plant of the Friesen Grain Company, has been disposed of to the Farmers Equity Union. The Friesen Grain Company has leased the Tampa, Kan., elevator of the Tampa Grain Company.

Operations are to be started in the elevator at Elmcreek, Neb., by C. P. Pederson and E. L. Sutton under the name of the Elmcreek Grain & Hay Company. The Omaha Elevator Company formerly owned the plant.

The Keytesville Grain Company has been organized at Keytesville, Mo., by Walter Owens and Wm. Moore. Walter Owens will be at the head of the firm. He has been associated with the Carlisle Commission Company.

The L. H. Pettit Grain Company has a large elevator under course of construction at Hutchinson, Kan. The plant will have a capacity of 1,000 barrels flour and 400 barrels corn flour when its milling addition is finished.

The Farmers Elevator Company's elevator situated at Casselton, Kan., and the elevator at Wellsford, Kan., owned by the Artesian Valley Milling Company has been purchased by the Consolidated Flour Mills Company of Hutchinson, Kan.

The Erlich Elevator at Marion, Kan., has been purchased by the Marion Co-operative Equity Exchange. It will be operated under the management of C. E. Pierce. Nels Olson is president of the exchange; B. V. Higgins, vice-president; Geo. Penland, secretary-treasurer.

The grain and feed business of William P. Griffen at Springfield, Mo., has been purchased by his son, Anson C. Griffen. William P. Griffen became identified with the grain business in 1871 and was associated with W. B. Barrows, but with the exception of 12 years he has operated it alone.

The Burrell Engineering & Construction Company has the contract from the Farmers Elevator Company of Pawnee City, Neb., for the erection of a 45,000-bushel elevator replacing the one which burned. The new elevator will cost \$25,000 and will be of reinforced concrete 28x42 feet, 82 feet in height.

A head house addition is being built to the elevator of the St. Joseph Public Elevator Company at St. Joseph, Mo. The improvement will cost \$25,000. New conveyors are to be installed. The tower of the new headhouse will be 140 feet from the ground. The elevator has a capacity of 1,000,000 bushels.

Incorporation papers have been filed by the Keystone Elevator & Grain Company of St. Joseph, Mo., capitalized at \$100,000. The stockholders in the concern are: Ralph J. Pendleton, Lemon A. Cooksey, John Kneer. The company will conduct a grain and commission business at St. Joseph. The company has taken over the Elwood Elevator.

WESTERN

Possibly another grain elevator is to be built at Gilman, Mont.

A new elevator of 50,000 bushels' capacity is to be built at Pleasanton, Cal., for Henry P. Mohr.

The Pacific Grain Company's elevator at Endicott, Wash., has been leased by the Farmers' Union Elevator.

The Elgin Flouring Mills Company of Elgin, Ore., has a new 60,000-bushel grain elevator which was completed August 1.

A concrete elevator of 100,000 bushels' capacity is to be built at Freewater, Ore., for the Preston Schafer Milling Company.

Operations are to be resumed, it is expected, in the plant of the Farmers Co-operative Union at Montague, Mont., on August 15.

A 50,000-bushel elevator has been completed at a cost of \$15,000 at Culdesac, Idaho, for the Tri-State Terminal Warehouse Company.

S. Manning is planning the construction of two elevators at Wheatland and Slater, Wyo. Each is to have a capacity of 10,000 bushels.

P. J. Larsen and H. M. Gibson have incorporated at Oakesdale, Wash., as the Oakesdale Grain & Milling Company. Capital stock is \$20,000.

The elevator of the Colorado Milling & Elevator Company at Brush, Colo., has been completed and will be operated as the Brush Elevator.

Extensive repairing and alterations are being made to the warehouse of the O'Neil Grain Company at Ritzville, Wash. W. J. Ross is manager of the plant.

Plans are under consideration by the Caldwell Flour Mill Company for the construction of a grain elevator of 50,000 bushels' capacity at Meridian, Idaho. Cost, \$25,000.

The Montana Equity Elevator Company has been incorporated at Bozeman, Mont., and has purchased the 84,000-bushel elevator at Bozeman, the 104,000-bushel plant at Belgrade, and an elevator at Three Forks. The company also plans to build elevators

at Salesville and Manhattan and purchase those at Harrison, Willow Creek and Amsterdam.

The interest of M. Fox in the grain, feed, lumber and building material business of Torreson & Fox at Newport, Wash., has been purchased by his partner, Geo. Torreson.

The Empire Grain Company was recently incorporated to operate at Prosser, Wash., and will handle grain, feed and hay. It also has warehouses at Kennewick and Kiona.

The Farmers Grain & Elevator Company is interested in the construction of a 50,000-bushel elevator at Ewan, Wash. The plant will be of cribbed construction consisting of 80 bins.

Additional bins, etc., is being built to the warehouse at Warden, Wash., purchased last fall by the White Delaney Elevator & Warehouse Company from the John C. Jantz Grain Company of Ruff, Wash.

A grain elevator with initial capacity of 25,000 bushels is to be built at Bellevue, Idaho, for Coates & Buchanan. The capacity of the plant will in all probability be increased to 100,000 bushels soon.

Incorporation papers have been filed for the Toppenish Co-operative Elevator Company at Toppenish, Wash. The organizers are: T. W. Everall, Wm. Luckhart, H. C. Ham, O. S. Gossard and C. W. Larimore.

To sell and deal in grain, hay, cotton, etc., the C. P. Pardue Company has been incorporated at Carlsbad, N. M., capitalized at \$12,000. C. P. Pardue, John Guitar and Mattie E. Pardue are the incorporators.

J. L. Neil is now president and general manager of the Palmerton Moore Grain Company, Payton Building, Spokane, Wash. He formerly was with M. H. Houser and last year was manager of the Pacific Grain Company.

A grain plant is being built and scales installed at the Moiese Siding, near Ronan, Mont., by Stanley Searce. Reports state that probably Mr. Searce will move his Dixon Elevator to the Moiese Siding later on in the season.

Geo. Neal is succeeded as district manager of the Pacific Grain Company of Colfax, Wash., by E. M. Cardwell. Geo. Neal will manage a warehouse at Almira. J. J. Frazer will operate the warehouses of the Pacific company in the neighborhood of Colfax.

Max H. Houser of Portland, Ore., has acquired possession of the Portland Flour Mills Company and subsidiary concerns from the estate of the late Theodore B. Wilcox. These include the Pacific Coast Elevator Company, Puget Sound Warehouse Company, Puget Sound Flour Mills Company.

EASTERN

The Nester Malthouse at Geneva, N. Y., was torn down not long ago.

To handle grain, feed and flour, the Portland Grain Company has been incorporated at Portland, Me., capitalized at \$100,000.

J. F. Conniffie has filed incorporation papers at Towanda, Pa., as the Rundell Company, Inc. The firm will handle grain. Capital stock amounts to \$40,000.

Incorporation papers have been filed for the Farmers Co-operative Grain & Supply Company of McLean, N. Y. The capital stock of the organization is \$30,000.

The Baltimore Ohio Elevators at Baltimore, Md., are in the future to be operated under the management of J. A. Peterson, superintendent of the Port Covington Elevator of the Western Maryland Railway.

Chas. H. Dentler, Robt. H. Kepler and Calvin W. Binkley have incorporated at Myersville, Md., as the Myersville Supply Company. The capital stock of the company is \$7,500. The concern will handle wheat, corn, feed, etc.

The grain and fertilizer plant conducted formerly by Elmer Tyson at York, Pa., but sold by him recently to P. S. Diehl has been purchased by the Farmers Co-operative Association of Red Lion. The price paid for the property was \$16,000.

Incorporation papers have been filed by Max B. Segall, Jennie M. Segall and Lawrence S. Kaufman under the name of the Segall Hay & Grain Company. The firm will deal in hay, grain, coal, etc., and is located at Baltimore, Md. Capital stock is \$3,000.

INDIANA

The elevator owned by the Graff Bros. at Burket, Ind., has been taken over by the Equity Union.

The elevator situated at Lynn, Ind., has been purchased by Thomas Flynn who will move it to Poneto.

Capitalized with stock amounting to \$20,000, the Morocco Grain Company has been incorporated at Morocco, Ind.

The Farmers Grain Company of Rensselaer, Ind., has amended its charter, increasing its capital stock from \$14,000 to \$25,000.

The capital stock of the Farmers Elevator Com-

pany operating at LaCrosse, Ind., has been increased from \$10,000 to \$20,000.

The Federal Food Administrator of the state of Indiana has revoked until October 1 the license of John H. Mathews who conducts a grain business at Canaan, (r. f. d. Madison) Ind.

W. W. Pearson, owner of a grain elevator at Upland, Ind., has lost his license to operate by order of the Food Administration. He is charged with violating Government rules regarding sales of flour.

The contract has been let by the Acme-Evans Company of Indianapolis, Ind., for the construction of a new elevator of 125,000 bushels' capacity. This will give the milling firm an aggregate capacity of 600,000 bushels.

Sweitzer & Smith are no longer engaged in the grain elevator business at Howe, Ind. They are succeeded in the enterprise by the Lima Elevator Company which was recently incorporated and of which S. B. Mills is general manager.

Arnold & Nelson, who formerly operated an elevator at Montpelier, Ind., have dissolved as a partnership. A. L. Nelson has disposed of his interest in the concern to W. H. Engeler of Bluffton, Ind. Mr. Nelson will continue as the manager of the business.

Jordan & Baird have disposed of their elevator at Raub, Ind., to the Benton County Grain Company. The company is composed of Geo. H. Dustman, W. T. Palmer, Chas. A. Teegarden. Mr. Teegarden will have charge of the new company. He was formerly manager of the Colfax Grain Company.

THE DAKOTAS

Oscar Lundby is the new owner of the T. H. Cousins Elevator at Sykeston, N. D.

A new elevator is being built at Pleasant Lake, N. D., for the Minnekota Elevator Company.

Numerous repairs are being made on the Co-operative Elevator located at Starkweather, N. D.

A large Fairbanks-Morse Oil Engine is to be installed in the Norman & Johnson Elevator at Cayuga, N. D.

The Atlantic Elevator located at Adams, N. D., has been purchased by R. Lander, J. H. Lyford and Victor Lundberg.

A new grain elevator is under course of construction at Clement, N. D. The plant will be ready for operation this fall.

The property of the Monarch Elevator Company at Clyde, N. D., has been taken over by the proprietors of the Clyde Elevator.

The P. H. Sothman Elevator at Cogswell, N. D., has been purchased by the Norman & Johnson Grain Company. Oscar Lee of Cayuga will act as manager.

The capital stock of the Farmers Elevator Company situated at Humboldt, S. D., has been increased by the stockholders of the firm to \$20,000.

S. K. Grigsby, W. H. Lyon and A. G. Grigsby have incorporated at Viborg, S. D., as the Turner County Grain Company. Capital stock amounts to \$50,000.

Chas. Stephen John Wallert and DeWitt Croft have incorporated at Kimball, S. D., as the Farmers Co-operative Union. Its capital stock totals \$50,000.

Incorporation papers were filed by C. M. Bell, Lee Baldwin and E. Graves as the Co-operative Elevator Company of Raymond, S. D. Capital stock amounts to \$50,000.

The Nonpartisan Elevator at Chelsea, S. D., has been purchased by the Farmers Company. Another elevator at the same place has been sold to H. W. Miller.

The Van Dusen Elevator situated at Doland, S. D., is being remodeled. The plant will be equipped with a set of combination dump scales for wagon or truck.

Capitalized at \$50,000, the Farmers Union Co-operative Elevator Company has been incorporated at Fairfax, S. D. A. E. Pike, Paul Krambeck and R. B. Stafford are interested.

Articles of incorporation have been filed for the Farmers Elevator Company of Wecota, S. D., capitalized at \$15,000. Incorporators are: Raymond Kellett and Fred W. Holscher.

The Crown Elevator at Christine, N. D., has been purchased by farmers who have organized around there. The elevator is being placed on a concrete foundation by the new owners.

Operations have been started by the Lebanon Equity Exchange in the elevator at Lebanon, S. D., which they purchased not long ago from C. E. Bjornson. C. F. Bohn is agent at the plant.

A new elevator is to be built on the site of the old Imperial Elevator at Stanley, N. D., which burned a couple of years ago. The St. Anthony & Dakota Elevator Company will operate the plant.

Farmers around Worthing, S. D., organized as the Farmers' Elevator Company, capitalized at \$25,000. The company bought the elevator of the South Dakota Grain Company and will operate same.

G. B. Martin has purchased and will operate a

grain elevator located at Fort Clark, Oliver County, N. D. Mr. Martin is an experienced grain man having been engaged in the grain buying business for 16 years.

The contract has been awarded for the reconstruction of the Farmers Elevator at Sharon, N. D. The plant will cost \$16,000 and will have a capacity of 40,000 bushels. The elevator will be ready for operation October 15.

Several repairs have been made on the elevator operated at Hebron, N. D., by Fred Braun. The plant is now quipped with modern scale equipment. The motors have been re-arranged, facilitating operation of machinery.

The Godfrey & Schleuter Elevator situated at Monroe, S. D., has been purchased by Mr. Doering of the South Dakota Grain Company and H. E. Reed of Marion. John Balk will operate the plant for the new proprietors.

The grain elevator of Underhill & Ronning at Bradley, S. D., has been sold to R. A. Gates, J. W. Scott and R. W. and J. M. Johnston. The elevator will be conducted as the Gates & Scott Company with R. A. Gates, buyer.

The Miller Elevator located at Summit, S. D., has been taken over by John Froke and Ole Dingsor. They will buy grain under the firm name, Froke & Dingsor. Numerous improvements will be made by them on the elevator.

Construction work has been started on the new elevator of the Occident Elevator Company at Grenora, N. D. The plant will have a capacity of 43,000 bushels, and will be equipped with modern machinery. The elevator will cost \$16,000.

The contract has been let by the Freeman-Bain Company of Aberdeen, S. D., for the construction of a grain elevator to replace the plant which burned down last winter. The elevator will consist of six steel tanks which are to be supplemented by additional tanks later on. The ground floor will be equipped with automatic scales, grain cleaners, corn sheller, feed grinder and blending machinery. The elevator will also have a warehouse with capacity for handling 5,000 bags seed, besides feed and poultry supplies. The tanks are to be 12½ feet in diameter and 20 feet high.

SOUTHERN AND SOUTHWESTERN

Work on the building of an addition to the elevator of E. J. Miller at Perry, Okla., is practically completed.

The grain elevator of T. F. McGraw at Newkirk, Okla., has been sold to the Guthrie Mill & Elevator Company. A. T. Jones is local manager.

J. E. Josey, R. C. Miller and others have incorporated at Newton, Texas, as the Newton Grain Company. Capital stock amounts to \$300,000.

The capital stock of the Markham Elevator & Warehouse Company situated at Markham, Texas, has been increased from \$10,000 to \$20,000.

A new grain elevator is to be built for the Valdosta Milling & Elevator Company of Valdosta, Ga. Marion Curry is at the head of the concern.

A grain elevator costing \$150,000 is to be built at Sherman, Texas, by the Pittman & Harrison Grain Company, replacing the plant which burned.

D. J. Faulkner, J. W. Hallford and R. A. Dale have incorporated at Foyil, Okla., as the Foyil Elevator Company. Capital stock amounts to \$4,000.

The grain elevator of the Natchitoches Elevator Company at Natchitoches, La., which burned, is to be rebuilt. The loss incurred by the fire amounted to \$8,000.

The Garver-Scales Elevator Company of Louis Garver and Dalton Scales, owners, has purchased the property of the Taylor Grain Company at Van Alstyne, Texas.

The Wrightsville Grain Company of Wrightsville, Ga., in which W. H. Lovett and E. E. Sanders were interested, has been dissolved. W. H. Lovett has retired from the concern.

G. G. Black advises us that he has closed his elevators located at Carter, Chattanooga and Hollister, Okla. Scarcity of wheat in that vicinity is given as cause for closing the plants.

A warehouse and office headquarters have been established at Harrison, Ark., by the Harrison Fruit & Grain Company. P. S. Cope, J. B. Holt and S. A. Cope are interested in the company.

The Turner Commission Company of Bartlesville, Okla., has let the contract for the construction of an elevator with an 80-foot warehouse addition. The plant is to be operated by motor power.

The Russell Warehouse at Pine Bluff, Ark., has been purchased by Silbernagle & Co., from the Simmons National Bank for \$25,000. The company will engage in the wholesale grain and grocery business.

Incorporation papers have been filed for the Oak Cliff Mill & Elevator Company of Oak Cliff (Station, Dallas), Texas, capitalized at \$10,000. O. S. Boggess, J. G. Pulliam and S. J. Jones are interested.

H. O. Hurst is no longer connected with the

O'Bannon Company at Claremore, Okla. He had been associated with the firm for 12 years. In the near future he will operate a grain business independently.

The Bolin-Hall Elevators at Forgan and Beaver, Okla., have been purchased by E. G. Beall and his son, Theodore. Mr. Horre will remain in charge of the Beaver house while Theo. Beall will be manager of the Forgan establishment.

The Louisville (Ky.) Milling Company contemplates enlarging its elevator capacity by the erection of three additional brick storage tanks. These will be used principally for carrying corn, as the company has installed a large corn mill.

The Thomasville Elevator Company of Thomasville, Ga., has made arrangements for the installation of machinery for cutting feed. The machinery is to be installed in a new building and operations are expected to be started by September 1.

Plans are being prepared for the erection of a grain elevator and packing plant at Dublin, Ga. Chauncey Smith, manager of the Development Department of the Southern Bell Telephone & Telegraph Company, is promoting the enterprise.

Improvements have been completed and operation started in the plant at Dallas, Texas, formerly owned by the Knight Bros. Grain Company but purchased last spring by the Pearlstone Mill & Elevator Company. Machinery to manufacture stock feed, etc., has been installed.

Capitalized with stock of \$50,000, the Hall Hay & Grain Company has been incorporated at Memphis, Tenn. The incorporators are: Geo. Hall, G. T. Caruthers, R. N. Archer, J. C. Griffith, Prather McDonald. The company will conduct a general grain and hay business.

The Union Grain Company of Fort Worth, Texas, lost its license to operate. The grain company is said to have failed to follow instructions of the Food Administrator to make adjustments with the Kemper Mill & Elevator Company for four cars of corn handled by the Kemper firm for it.

L. Poteet, who has been conducting a wholesale grain business in West. Tex., has lost his license by order of the Food Administration. He is charged with refusing to accept two cars of oats shipped by a Waco grain concern. No application for re-issuance of license will be considered before September 9.

Work has been completed on the M. & O. Railroad's elevator at Mobile, Ala., according to an announcement made recently by Federal Manager R. V. Taylor. The elevator can store 13 cargoes of grain and is equipped with modern machinery electrically operated. A new chute has been erected. The two slips on either side of the chute have been dredged which will enable two vessels to take on cargoes simultaneously.

CANADA

The House Grain Company of Blackie, Alta., will commence immediate erection of an elevator.

The contract has been awarded for the construction of an elevator addition to the plant of the Northwestern Elevator Company, Fort William, Ont., to cost \$120,000.

A permit was recently issued to the Ogilvie Flour Mills Company of Winnipeg, Man., for the erection of an 11-story cleaning elevator. The cost of erection is estimated at \$250,000.

The Barnett & McQueen Company, Ltd., of Fort William, Ont., has the general contract for the erection of a \$100,000 elevator and feed mill for the Ogilvie Flour Mills Company at Fort William.

The Canadian Board of Grain Supervisors held a session in Toronto on July 30, to consider methods of handling the grain crop for 1918, in view of the changed conditions in the United States. The U. S. Grain Corporation has devised a scheme which fixes a maximum price for wheat and a minimum price for flour. Dr. Magill of Winnipeg presided at the session. Another meeting is to be held soon in Winnipeg.

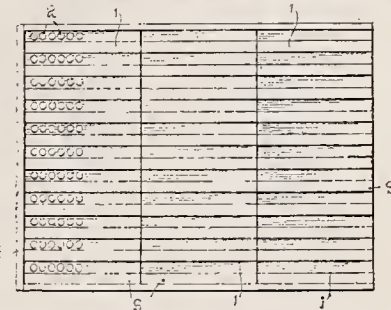
Representatives of the grain, milling and banking interests interviewed on July 31, with Sir Thomas White, Minister of Finance, and Hon. T. A. Crerar, Minister of Agriculture, respecting the matter of financing the Western wheat crop. As a result of the interview the question of a fixed price will immediately be taken up by the Grain Commission. The matter of financing will be taken up by the Minister of Finance with the Imperial authorities and the Bankers' Association. It is likely that to give financial and commercial stability to the grain situation the Government will give its guarantee of a fixed price upon the whole of the new crop. This will enable the banks to extend the needed credit to grain and elevator firms so that buying may promptly commence when the grain is ready to move. Among those present at the conference were E. L. Pease, Sir John Aird, C. A. Bogart, H. B. MacKenzie, Dr. Magill, W. R. Bawlf, Frank Fowler, W. A. Black, E. W. Kneeland, F. W. Young, B. Winans and others.

GRAIN TRADE PATENTS

Bearing Date of June 11, 1918

Grain Separator.—Samuel A. Jeske, Jamestown, N. D. Filed February 26, 1917. No. 1,269,085. See cut.

Claim: A grain separator comprising a plurality of screening elements arranged in stepped relation, each of said elements comprising a sheet of metal longitudinally corrugated, the corrugations being open at their discharge ends, a side wall of each of the corrugations being provided with a longitudinally extending series of perforations, said perforations being substantially oval in form, the longer axes of the perforations



extending vertically, the perforate portions of one screening element discharging upon an imperforate portion of the screening element immediately beneath and in advance of the perforate portions of said second element, each of said screening elements having an imperforate portion extending over the perforate portion of the screening element immediately beneath and discharging downward onto said second named screening element at a point beyond the perforate portions of said second named screening element.

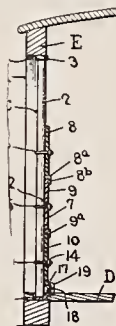
Bearing Date, July 2, 1918

Seal for Car Doors.—Martin Thorsen Relling, Butler, Pa. Original application filed June 8, 1915. Serial No. 32,967. Divided and this application filed January 25, 1916. No. 1,270,869.

Feed Grinder.—Martin E. Anderson, De Kalb, Ill., assignor to Jacob Haish Company, De Kalb, Ill. Filed July 10, 1916. Renewed May 3, 1918. No. 1,271,258.

Grain Car Door.—R. R. Moffitt, Lamar, Colo. Filed April 20, 1917. No. 1,271,347. See cut.

Claim: The combination with a car body having a door opening and a frame extending about the same; of a socket secured in the floor of said body, an open resilient hook secured to the top beam of the frame in vertical alignment with said socket and provided at its free end with an integral inwardly extending finger, a post having its lower end seated in said socket and its upper end mounted in the hook so as



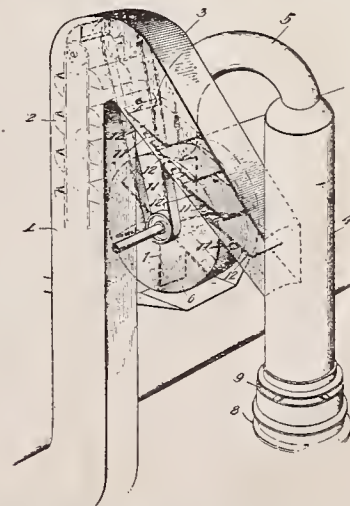
to be detachably secured thereby to the top beam of the door frame, said post being provided in its upper end with a slot to receive said finger so as to secure the post against rotary movement, and a plurality of superposed plates secured to the post and extending across the door opening and having their ends projecting beyond the side beams of the door frame, adjacent the inner face thereof.

Bearing Date of July 9, 1918

Freight Car Grain Door.—Bevill Waller Whitworth, Cedar Falls, Iowa, assignor of one-third to Thomas A. Whitworth and one-third to Charles S. Whitworth, Cedar Falls, Iowa. Filed September 22, 1917. No. 1,272,325.

Grain Cleaner.—Monroe Davis, Enid, Okla. Filed December 1, 1917. No. 1,271,545. See cut.

Claim: In a grain cleaner, the combination of a threshed grain elevator, an inclined pipe into whose



upper end said elevator discharges, a final vertically disposed grain cleaning pipe into whose side said inclined pipe discharges at its lower end, and a suc-

tion conduit connected to said grain cleaning pipe above said inclined pipe; together with means for directing inclined sheets of air through the bottom of said inclined pipe toward the delivery end of the latter and for constraining the grain to pass through said sheets of air.

Bearing Date of July 16, 1918

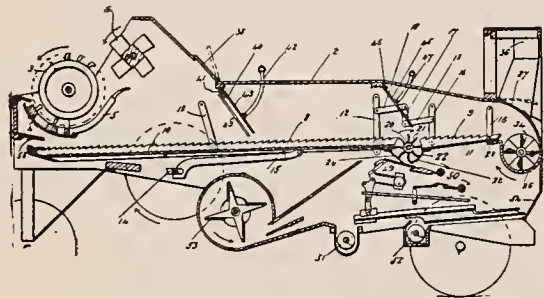
Grain Separator.—Christian Frantz, Niagara Falls, N. Y. Filed October 8, 1917. No. 1,272,790. See cut.

Claim: A method of separating wheat or similar grain from straw and chaff, which consists in first separating the bulk of the grain from the current of

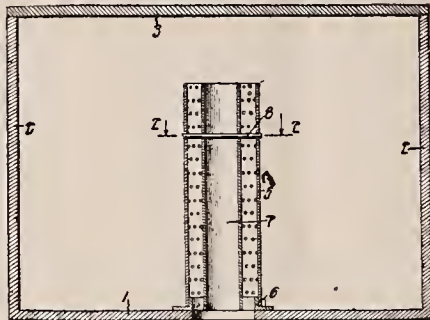
of the air current where the suction is not sufficient to carry off the grain, and simultaneously drawing off the light chaff by the full force of the air current from the upper side of the deflected straw, and permitting the grain to separate from the deflected straw by gravity.

Bin Ventilator.—Michael Rourke, Windsor, Ont., Canada. Filed June 9, 1917. No. 1,272,536. See cut.

Claim: A grain bin having a hole in its bottom, a tubular foraminous element surrounding said hole and extending upwardly therefrom, a pipe of lesser diameter arranged within the tubular element and sub-



grain and chaff discharged rearwardly by the threshing mechanism, drawing the light chaff directly from the loose previously threshed straw by pneumatic suction, thereby preventing the chaff from becoming matted with the straw, completely baffling the direct current or course of the flying grain and deflecting it and the loose straw into the lower part



stantially concentrically therewith, the lower edge of the pipe being spaced from the edge of the hole, whereby an upward current of warm moist air is set up in the annular space surrounding the pipe, and whereby moisture condensing on the outer surface of the tube may drip through the hole in the bottom without coming into contact with the grain.

ASSOCIATIONS

NORTHWESTERN ASSOCIATION MEETS

J. R. Swift of Lewistown, was elected president, and W. T. Greeley of Great Falls secretary, by the Northwestern Grain Dealers Association in their annual convention at Helena on July 27. Retiring President H. T. Goodell of Hobson, and retiring Secretary H. N. Stockett of Great Falls, read annual reports. A banquet closed the sessions this evening.

In his address to the Association Secretary Stockett of Great Falls said:

"Grain Dealers and Visitors: This is our fourth annual convention and our country is at war. We are responding in every way with the greatest economy to bring this war to an early end and in the best way.

"In line with this economy Helena was selected as taking the least time and money for a majority of the grain dealers to get to and from this point and the convention is only for one day, with two sessions and a banquet in the evening. Therefore, with the limited time and the business of the Association, all addresses will necessarily be very brief.

"Your secretary will now only speak on a few very important matters—the necessity for real farming, the necessity for a normal grain trade, the necessity for co-operating and concluding with what is expected of him at this time in regard to reporting the doings of the grain trade during our past year and the relation of the Associations to it.

"The necessity for real farming is being impressed upon us more and more and the lesson will be repeated until all farming is conducted that way. We have seen in a drought year, even in the second drought year, in more places than one, a normal crop when the crops all around were failing. Real farming made that normal crop.

"The value of a normal trade is greater than can be expressed. Where it exists it is appreciated and all are satisfied. One of our great efforts should be to maintain and extend that condition, for if we do not we too will be hurt by our offending brothers in the grain trade. Here, too, will history repeat itself with ruin and disaster until we have learned well the lesson and conduct our business in the best way. It is better to have these good things out of choice than to have them entailed or forced upon us.

"Co-operating is the only means by which we can enjoy a normal trade condition. Through this collective effort trade evils are eliminated and things good to have are secured. The higher we stand in our calling the more friendly we are and the better we feel individually.

"Better than reporting the doings of the Association to a few dealers once a year is for all dealers to be in possession of the information during the year as they occur. This is provided for in our 'Monthly Bulletin,' which is issued once a month to all associated regular dealers and gives everything not in the regular routine.

"One more word—we must be very careful not

to repeat enemy propaganda intended to create distrust and discontent among our soldiers and our people, and also discourage those working for the Government. These stories are often accepted as news and unfortunately are being given the widest circulation by patriotic Americans who do not realize they are aiding our enemies by so doing."

The principal speaker at the banquet was J. Ralph Pickell of the J. Rosenbaum Grain Company of Chicago.

PRESIDENT FREDERICK RESIGNS

The Missouri Grain Dealers Association has lost its president through the resignation of J. L. Frederick, who is so busy with his new company in St. Louis, that he cannot give the proper amount of time to the Association and in fairness to the organization has stepped out of the executive chair.

J. S. Klingenberg, of Concordia, Mo., vice-presi-



J. S. KLINGENBERG

dent of the Association, will assume the duties of president until the next annual meeting. As he is entirely familiar and in close touch with Association matters, the affairs of that body will not suffer for the change.

NEW OHIO ORGANIZATION

At a representative conference of grain producers and dealers of norwestern Ohio, held in Lima, Ohio, July 16, it was unanimously voted to organize. A committee was appointed to draft by-laws and to nominate officers, consisting of H. G. Pollock, H. L. Frisinger, and E. L. Diller.

On July 26 another meeting was held at Lima and a permanent organization was effected with the following officers: President, H. G. Pollock, Middlepoint; first vice-president, E. G. Odenweller, Ottoville; second vice-president, C. S. Latchow, Defiance; secretary, T. P. Riddle, Lima; treasurer, H. L. Frisinger, Rockford. Board members—L. C. Allinger, Delphos, and E. L. Diller, Bluffton. County representatives—Allen County, H. A. Holdrich, Lima; Auglaize County, Chas. Garmhausen, New Bremen; Defiance County, C. S. Latchow, Defiance; Fulton County, John Monroe, Archibald; Hancock County, Frank L. McManness, Findlay; Hardin County, J. B. Seymour, Kenton; Henry County, Pete Hipp, Napoleon; Mercer County, C. E. Richardson,

Celina; Paulding County, Charles Ozias, Paulding; Putnam County, Phillip Maurer, Ottawa; Van Wert County, F. D. Brandt, Van Wert; Williams County, W. E. Rieley, Montpelier, and Wood County, E. A. Huffman, Bowling Green.

The declaration of purpose of the organization was adopted as follows:

1. To inculcate honorable and equitable practices in the trade.
2. To acquire and disseminate valuable business information.
3. To establish on the part of millers and elevator operators the practice of buying grain subject to the grading rules established by the Federal Government.
4. To co-operate with our Federal and State departments of agriculture and with other approved agricultural agencies, laboring for the production of an increased quantity and an improved quality of grain.
5. To guard grain producing and marketing interests with respect to transportation and other problems.
6. To provide adjustment of trade differences by arbitration.

The Grain Producers' and Dealers' Association of Northwestern Ohio consists of a federation of county locals. Each county local will handle its own local problems; but all county locals will operate under the supervision of the general organization.

PLANS FOR THE NATIONAL MEETING

The program for the twenty-second annual convention of the Grain Dealers National Association is almost completed, and it will be one of the best programs ever arranged for a meeting of grain or allied interests. This does not except the program for the Baltimore convention two years ago, which was addressed by President Wilson, or the one last year at Buffalo, at which Sir George E. Foster, Minister of Trade and Commerce of Canada, was the principal speaker.

The convention this year is to be held in Milwaukee on September 23, 24 and 25. An attendance of fully 1,500 is expected. These figures are based on the attendance last year at Buffalo. There was a registration of 1,189 at the Bison City meeting. As Milwaukee is closer to the center of cereal production the attendance ought to be much larger. Then, too, the war will bring out many dealers who do not usually go to conventions. They will want to get the latest information from representatives of the Government relative to the handling of the 1918 wheat crop.

One of the leading speakers secured for the business session is Julius H. Barnes, president of the Food Administration Grain Corporation. Mr. Barnes will discuss the new regulations. By the time the convention meets any flaws in these regulations will have developed and Mr. Barnes will take advantage of the opportunity to hold a conference with the trade with the idea of making any necessary changes that time and experience shall dictate.

At the great banquet on the evening of Tuesday, September 24, the principal speaker will be the Hon. Frank B. Carvell, Minister of Public Works, in the Canadian Cabinet. Mr. Carvell is recognized as Canada's greatest orator, and that is saying much, for the Dominion has a number of splendid speakers. Those who heard Sir George E. Foster at the Buffalo meeting last year, will bear this out. Mr. Carvell will discuss the war from the standpoint of a Canadian statesman. This speech will be a forensic gem and will be worth going many miles to hear.

Another speaker secured for the convention is Gov. James P. Goodrich, of Indiana. He was on the program for the Buffalo convention last year, but was taken suddenly ill and was not able to be present. Gov. Goodrich is interested in the grain business. He is a splendid speaker and will have a message for the convention.

Another governor who will appear on the program is the chief executive of the Wisconsin commonwealth, Governor Phillip. He will welcome the grain men of the United States to Milwaukee. His speech will be made at the opening session on Monday morning, September 23.

Charles J. Brand, Chief of the Bureau of Markets, will also be on the program, as will Dr. Duvel, who has just returned from Australia, where he went to help the Anzacs control the weevil pest in the big surplus of wheat which has been accumulating in the island continent for two years.

Another speaker secured is C. A. Briggs, of the Bureau of Standards, Washington, D. C. Mr. Briggs will discuss the weighing problem which has become so acute in the grain trade because of Interstate Commerce Commission Case No. 9009. Mr. Briggs can speak authoritatively on what constitutes "adequate facilities for weighing."

The program, it is expected, will be completed in a few days by the acquisition of one or two speakers of national reputation. As soon as their consent is obtained the program will be rounded out and published.

The report of the chairmen of the various committees will be more than usually interesting this year because of the many problems that the war has brought in its train. This is especially true of

the chairman of the Transportation Committee, Henry L. Goemann, the head of this committee, has been kept busy since the Buffalo meeting holding conferences with the railroads and the Director General's office. The report of A. E. Reynolds, chairman of the Committee on Legislation, will also be of absorbing interest, as will be the reports of the chairman of the Committee on Membership and the two Arbitration Committee chairmen.

This year all records in the Association were broken in the number of new members taken in. By the time the Milwaukee convention meets nearly 300 direct members will have been secured. The largest number taken in previously in any one year was in 1912, when 252 were secured.

On the whole, the convention gives every indication of being the greatest the Association has ever held. This applies both to the number in attendance and the enthusiasm manifested. The Grain Dealers National Association met in Milwaukee in 1904, 14 years ago. At that time the organization was not strong, either numerically or financially. In the 14 years that have intervened the Association has grown until it now has more than 4,000 members with a surplus in the treasury of approximately \$20,000. The Milwaukee dealers gave the visiting grain men a royal time in 1904. They realize the Association is much larger now, but they expect that each delegate will go away from the Wisconsin metropolis as pleased as he did 14 years ago when he had one of the most enjoyable visits in his life.

SECRETARY SMILEY GETS INFORMATION

In a recent bulletin, Secretary E. J. Smiley of the Kansas Grain Dealers Association, said:

In order that each one of you might have a better understanding of the plan worked out and approved by the Grain Corporation we submitted the following list of questions to Mr. D. F. Piazzek, Zone Manager of this zone, Kansas City:

1. Will country elevators be allowed a storage charge from the time grain is purchased and paid for until it is delivered to the Government buyer at the point designated by the Government?
2. Will country grain merchants be permitted to sell direct to the Government agents on delivery of official inspection and official weight certificate?
3. Will the Government charge a commission of 1 per cent on grain sold them direct?
4. Based on a 900,000,000 bushels crop of wheat present season, what amount of wheat and flour does the Grain Corporation contemplate exporting?
5. What per cent of our exports will be wheat instead of flour?
6. Will a miller or grain merchant be permitted to buy grain direct from farmers at points where they have no elevator facilities without a license to buy at that particular point?
7. Will millers be compelled to deduct from their purchase price, a commission, and if so, what?
8. When country elevators are filled with wheat and unable to secure equipment to move same within 30 days from time of purchase, will it be necessary for them to make a report to your office?

We received the following letter from Mr. Piazzek, under date of July 9:

"I have your letter of the 8th and will endeavor to answer your questions in the order asked:

No. 1. Country elevators will not be allowed a storage charge unless they should be designated as a depository for Government grain. Upon proper application to this office, we will consider the request of an elevator to carry grain for the Corporation, ownership being invested in us. At the present time, however, it is not our intention to avail ourselves of local country storage. Our policy will be first to fill the terminal houses where the grain will be more available, and when their facilities are fully utilized, to take up the matter of interior points like Lawrence, Hutchinson, Topeka, etc. Then, if the necessity becomes apparent, and the movement of wheat justifies it, we may later ask for strictly local storage at country points.

No. 2. Country grain merchants will be permitted to sell direct to Government officials on delivery of official warehouse receipts. As stated above, for the present their operations will be confined to terminal elevators.

No. 3. There will be no charge on the part of the Government of a commission.

No. 4. Impossible to intelligently answer your question. Much will depend upon the result of the survey to be shortly undertaken by Mr. Hoover, personally, covering port facilities for handling package and bulk freight. Imagine he will have some sort of a definite announcement along this line within the next 60 days.

No. 5. Same as above. Incidentally our Allies have asked for a much larger percentage of wheat instead of flour.

No. 6. No. A miller or grain dealer must hold license to do business locally at any point.

No. 7. Millers will not be compelled to deduct a commission from their purchase price.

No. 8. Upon proper showing to this office licensees may be relieved of the necessity of regular reports. I know that you will be disappointed when learning that the Grain Corporation refused to allow you compensation for holding grain in store awaiting equipment for delivery.

You will note Mr. Piazzek's reply to Question No. 2 that "Country Merchants will be permitted to sell grain direct to Government officials on delivery of warehouse receipts without a commission charge. However, you will have to finance the shipment until it is inspected, weighed, and a warehouse receipt issued."

From our viewpoint the Government fixed price will be the maximum as well as the minimum on wheat for some time to come. Since the President has vetoed the bill to increase the price of wheat from \$2.20 to \$2.40 Chicago basis, there will be no incentive for the farmer to hold his wheat, and it is probable that he will market same as soon as threshed, if you are in a position to take it. Further, the Grain Corporation has intimated that for every ton of flour exported, to our Allies, at least an equal amount of wheat will be shipped and as the Grain Corporation will be the only exporters, they can easily control the exports. If this is done, not to exceed 65 per cent of the mill capacity of the United States will be utilized present crop year. This being the case, why

will the manufacturers pay above the Government fixed price for wheat as his profit of \$1.10 per barrel gross is based on the Government price? In face of these facts, it is not reasonable to assume that the manufacturer will sit easy in the boat and only be in the market when he can buy his raw material at Government price.

You will note Mr. Piazzek's answer to our question No. 6, "that every miller or grain dealer must hold license to do business locally at any point." In this connection, we beg to quote from Mr. Piazzek's address, delivered at the time of our annual meeting here:

"In the matter of licenses, a new plan developed. It would seem some were negligent in applying for their licenses. A plan has been fulfilled, which was largely at our solicitation, which compels every applicant for a license to do a grain business to have it pass under the criticism of our office at Kansas City, which we think is essential and necessary. Heretofore, it has been asserted that our Government did not distinguish between the different classes of its citizens but no matter who he was, he was entitled to the same regard. We have never subscribed to that view. We have felt there were localities and circumstances which preclude the advisability of additional license in territories and vicinities and we hope to exercise control over these licenses which augurs well for you, who are well established."

It has lately been brought to our attention that transient buyers have ordered equipment for loading grain direct from wagons to cars and several instances have been brought to our attention of where this equipment has been delayed from three to five days. We believe that delay of box car equipment will not meet with the approval of the Director General of Railroads and if you will advise this office of such delays, we will check the matter up to Mr. Lincoln, Chairman Kansas City District, Freight Traffic Committee, and use what influence we have to put a stop to the delay of all box car equipment, in order to avoid as long as possible an acute car shortage. As to the matter of licenses, we assume from what Mr. Piazzek stated at our last annual meeting that he would not recommend the issue of a license to anyone at points where there was sufficient elevator capacity for handling the business tendered.

PRESIDENT WALTON ON SERVICE

President Samuel Walton of the National Hay Association, offers the following suggestion as how to serve the Government at this time:

If you have hay or straw in any quantity, whether one carload or more to dispose of, it is your patriotic duty to first submit the same to Mr. George S. Bridge, Chief of Forage Branch, Quartermaster's Department, Lytton Building, Chicago, Ill., stating quantity, quality, loading point and railroad on which located, the price F. O. B. shipping point and the time when shipment can be made. If your quotation is accepted you will be notified at once. Do not ask Mr. Bridge to name a price as it is against Government regulations for him to do so.

The Quartermaster General's Office has given the Forage Division permission to purchase temporarily a high grade of No. 3 timothy hay and sample hay, having bright natural color, that is, tame hay with a small mixture of timothy, anywhere from 10 to 40 per cent timothy, the balance other tame grasses, principally red top. They will also purchase "No. 1 mixed hay," the same to contain at least 50 per cent timothy, the balance other tame grasses, not to exceed 20 per cent clover, properly cured, bright natural color, sound and well baled. Of course these grades are

in addition to the regular specification issued by the Forage Division covering all of our grades of hay.

Draft for 80 per cent of the value of the shipment will be honored and the balance will be paid promptly. The Forage Division has organized a corps of competent inspectors and everybody can rest assured that they will get a square deal. Be careful to give full details in your offer, and so avoid misunderstanding and delay. If you desire any further information in regard to this matter, I suggest that you write direct to Mr. Bridge at the above address.

Should you effect any sales to Mr. Bridge and for any reason you are not satisfied with results of the same I would suggest that you immediately communicate with him, giving full details of your complaint and I assure you on receipt of the same he will institute a thorough and satisfactory investigation.

A WISE MOVE IN INDIANA

Secretary Riley outlines a plan that has been adopted in Indiana which promises well for transportation in the state:

Since the question of transportation has developed such serious problems by reason of the shortage in cars for the movement of wheat whereby many dealers in this state are already closed and others closing daily, the Governor, the Public Service Commission, the State Council of Defense and the Food Administration have actively entered into the matter and provided for a "representative at court." John W. McCardle, a member of the Public Service Commission, has been directed to proceed to Washington at once and remain there in co-operation with the transportation authorities to relieve, insofar as possible, the serious needs of shippers in this state.

Every grain dealer and miller is requested and expected to keep in touch with Mr. McCardle, whose headquarters will be opened and maintained at the Sterling Hotel, Washington, D. C. You are requested to write or wire him complete details of your situation and necessities. When wiring him, prepay your messages and be sure that you give him full information as follows:

1. Your name and location.
2. Number of cars required for immediate use.
3. Name of railroad that should furnish the cars.
4. Storage capacity of elevator, wheat—oats.
5. Amount of wheat on hand.
6. Number of cars required during next 30 days, wheat—oats.
7. Points to which shipments are to be made.
8. Amount wheat yet to come in from farmers.
9. Any other information you have that will serve as information.
10. The same information as to oats, as that movement will be on in a few days.

This plan must be carried out by each shipper for himself personally. Specific and detailed information is necessary that Mr. McCardle can take it up in complete detail with the proper authorities; you must act immediately, as to present wants, and continue from day to day as other wants develop. Mr. A. E. Reynolds, as representative of the State Council of Defense, will join Mr. McCardle Monday next, so we will have team work that will produce results if shippers give them information in detail. The man or concern that does not make their wants known, as outlined, will be presumed to be supplied or not in need of this service. We think it unnecessary to go into this matter further and shall depend on the self-interest of each one and the serious importance of the matter to cause all competent dealers to act, immediately and continuously until the crops are safely in the market.

FIRES—CASUALTIES

Mildred, Mont.—Fire of unknown origin destroyed the Columbia Elevator here.

Belton, Texas.—Fire destroyed the feed store conducted by the Llewellyn Produce Company.

Potter, Neb.—Damages of \$100 were incurred by fire in the elevator of E. W. Johnson recently.

Evansville, Ind.—Fire damaged the elevator of the Igleheart Bros. and destroyed a quantity of grain stored in the plant.

Rudyard, Mont.—Fire destroyed the Farmers' Equity Elevator. It is thought that the blaze was caused by an incendiary.

Hardy, Iowa.—Fire destroyed the new Farmers Elevator. The plant contained about 7,000 bushels grain when destroyed.

Columbus, Ohio.—The feed store of Carl Watt burned with a loss of \$1,700. Origin of the blaze has not been discovered.

Lamar, Mo.—Fire destroyed the elevator owned and operated by Thos. Egger. About 10,000 bushels wheat were destroyed.

Lake Elmo, Minn.—The Drews Bros.' elevator was destroyed by fire with a loss of \$3,000 to owners. Insurance of \$1,250 was carried.

Petersburg, Va.—The Newsome Feed & Grain Company's plant was damaged by fire recently. The estimated loss is 60 per cent.

Fort Scott, Kan.—The elevator of the Mead Grain Company was damaged by fire originating in the cob house. About \$1,000 damage was done.

Newport News, Va.—P. W. Hiden lost his hay and grain storage property and residence by fire on July 16. Loss entailed amounted to \$35,000.

Savannah, Mo.—The warehouse owned by Col. T. F. Walker burned. Its contents included 80 tons alfalfa hay, 20 tons straw and 300 bushels corn.

Allentown, Pa.—A six-year-old boy was found at-

tempting to start a fire under the Stover Warehouse. Fortunately no serious damage was done.

Bolivia (r. f. d. Mechanicsburg), Ill.—A large wheat bin at the plant of the Farmers Grain Company burst open with a small loss in grain.

Kindred, N. D.—The old "Corn Mill" Elevator was destroyed by fire on the night of July 20. About 400 bushels grain were also consumed by the blaze.

Richmond, Va.—Fire damaged the plant of the P. W. Hifen Hay & Grain Company here on July 16. Insurance amounting to \$5,000 was carried on the plant.

Petersburg, Ind.—On July 22 the elevator of the Petersburg Milling & Grain Company collapsed scattering more than 1,000 bushels wheat on the ground.

Humble, Texas.—Fire destroyed the Smith Grain Company's plant not long ago. The plant contained a quantity of hay and cottonseed hulls at the time of the fire.

Sweetwater, Idaho.—The grain warehouse of the J. Alexander Company was burned. About 400 sacks of grain and a quantity of empty grain bags were consumed.

Pekin, Ill.—Fire started in the dust collector room in the Turner-Hudnut Elevator on July 20 but was put out before any serious damage was done to the elevator.

Lincoln, Neb.—The grain elevator occupied by the Foster Grain Company has been burned. Building loss is estimated at \$20,000. W. H. Taylor is manager of the plant.

Mooreland, Ind.—Fire destroyed a large grain elevator here, filled to capacity with grain, on August 8. Three cars, standing on a siding, one of them loaded with grain, were also consumed.

Tulsa, Okla.—The Read Milling & Elevator Company lost its elevator and warehouse by fire of incendiary origin. About \$130,000 of grain, including

38,000 bushels wheat, 4,000 bushels corn and 4,500 bushels oats, was destroyed. The warehouse which also was destroyed contained about 1,500 barrels flour.

St. John, N. B., Canada.—C. H. Peters' Sons, Ltd., lost their warehouse used for storing feed, hay and flour by fire on July 22. The origin is not known. The loss is covered by insurance.

Sioux City, Iowa.—The feed and alfalfa storage room of the Milligan Hay & Feed Company was damaged to the extent of \$1,600 by fire. The blaze was caused by a spark from a passing locomotive.

Ogden, Utah.—Incendiaries are thought to have started the fire in the warehouse of the Farrell Grain & Flour Company. The blaze was extinguished with but little loss to proprietors of the plant.

Midlothian, Texas.—The grain elevator and flour mill of R. W. Dillard was burned on July 25. Damage to stock amounted to \$7,500 and to building and machinery \$20,000. Loss is fully covered by insurance.

Sharon, N. D.—Fire quickly destroyed the Farmers Elevator recently with the exception of the office building. Three empty freight cars were also destroyed. The loss is covered by the \$45,000 insurance.

Tabor, Ill.—Fire, believed to have been of incendiary origin, broke out in the Co-operative Elevator here causing a loss of \$35,000. The flames broke out simultaneously on all three floors of the new plant.

Mexia, Texas.—The large building of the Mexia Transfer Company in which was stored a large quantity of hay, grain and feedstuffs was destroyed by fire. There was very little insurance carried on the building.

Bellflower, Mo.—On July 26 fire started in the elevator of McCullough & Son. The blaze was extinguished before serious damage was done. An engine backfired, lighting in some gasoline that had dripped on the floor.

Fort Worth, Texas.—The warehouse of the Walker Grain Company together with several thousand bushels of wheat was destroyed by fire which originated in the office of the company's establishment. The loss is estimated at \$100,000.

Humansville, Mo.—The grain elevator of G. H. Birchard here was burned with a loss of \$6,500 of grain and \$5,000 on building. The origin of the fire is not known. The total contents of the building including 1,900 bushels corn, 1,591 bushels wheat

and 333 bushels oats were destroyed. The loss will be partially covered by insurance.

Oakes, N. D.—The McCarthy Elevator was destroyed by fire evidently of incendiary origin. The plant was operated by farmers under the name of the Oakes Equity Exchange. Loss of \$5,000 is partially covered by the insurance of \$3,500.

McKinney, Texas.—The Collin County Grain Company suffered the loss of its warehouse by fire on August 1. About 10,000 bushels corn and 500 bushels oats were badly damaged. The loss is estimated at \$20,000, partially covered by insurance.

Albuquerque, N. M.—The feed store occupied by the Bittner Company was damaged by fire on July 14. The loss to hay and grain contents amounted to \$2,000, fully covered by insurance. Leo Bonaguidi and A. Stevens are the proprietors of the store.

St. Paul, Minn.—A fire started in the elevator of the C. C. Gray Company resulting in a loss to the owners of the elevator of \$6,000; the plant was fully insured. The plant contained 15,000 bushels corn, oats and barley, all of which was damaged by water.

Boggestown (mail from Fairland), Ind.—The grain elevator of the Boggestown Grain & Supply Company was burned on July 22 with an estimated loss to the company of \$7,000. Insurance amounted to \$3,100 on grain and the loss on buildings was partially covered by insurance.

Rotterdam Junction, N. Y.—Fire destroyed the Baton & Main Elevator which had been in disuse for some time. About 800,000 feet of lumber were destroyed. The elevator was built in 1887 and was recently purchased by a wrecking company which was razing the house at time of fire.

Zearing, Ill.—With a loss of \$6,200 partly covered by insurance, the grain elevator owned by J. H. Dole & Co., and leased by Brokaw & Spaulding, was destroyed by fire on July 16. The building was valued at \$4,500 and contents at \$1,700. Sparks from an engine are believed to have caused the blaze.

Hampton, Iowa.—Fire broke out in the top of the Farmers Elevator here on July 25 and spread rapidly destroying the interior of the entire plant. The cause of the fire is not known. The walls and roof of the plant were not damaged seriously and will be repaired in time to handle the new crop. The elevator was just a short time ago completed and was believed to be fireproof throughout.

Kansas City, Mo.—The Bulte Milling Company lost its main elevator together with 45,000 bushels

wheat. The Bulte company is a branch of the Kansas Flour Mills Company, Kansas City, Kan. The loss on the building is estimated at \$60,000 and on wheat \$100,000. The fireproof construction of the mill proper and of the concrete bins which held 200,000 bushels of grain, saved these nearby structures.

Natchitoches, La.—Fire destroyed the grain elevator owned by Earl Freeman, now a lieutenant in the Army, and Sergeant Winbarg of the Quartermasters Corps, Camp Beauregard, La. The fire started, it is supposed, in a pile of cobs near the building. About 1,600 bushels of ear corn were stored in the building at the time of the fire. Value of building and contents, \$8,000; insurance, \$7,000.

Peekskill, N. Y.—The grain elevator of the Fleischmann Manufacturing Company was destroyed by fire. A falling wall of the burning plant killed seven volunteer firemen and severely injured four others. The blaze consumed 70 carloads of grain and caused losses of \$250,000. The company is operating on Government contracts. The managers believe that the fire was caused by spontaneous combustion.

Carthage, Ill.—The grain elevator of James McCarty burst into flames on the 23rd of July and was completely destroyed together with its contents which included \$10,000 of grain. The property was insured for \$2,000. A car of rye ready to be put into the elevator was damaged seriously while a car of oats standing nearby was slightly scorched by the flames. Mr. McCarty has been in the grain business for 20 years.

Minneapolis, Minn.—Fire broke out in the Martin Elevator and threatened to destroy its contents. The blaze, starting in the top of the plant, was, however, confined to the building alone and the damage done will not exceed \$500. The elevator was equipped with a sprinkling system which aided the fire department in extinguishing the flames. The establishment was owned by the Brooks Elevator Company, J. R. Martin, secretary.

Greenville, Ill.—Fire destroyed the Brechaud Elevator here. The building was recently leased to the Greenville Equity Exchange and the loss to that Exchange is estimated at 3,742 bushels wheat, 431 bushels corn, 434 bushels rye, 376 bushels oats and eight tons hay and one car of coal, valued at \$9,000; insurance, \$2,000. Mr. Brechaud had 400 bushels corn and 40 tons hay stored in the elevator and he estimated his loss on building and contents at \$15,000; insurance, \$6,000.

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ruling on fire heated driers).*

HAY, STRAW AND FEED

A. W. Beard will engage in the grain and hay business at Wagoner, Okla.

Sinclair & Winn's feed business at Mexia, Texas, has been purchased by C. B. Belcher.

S. A. Drew has opened a feed and flour business at Norwood, St. Lawrence County, N. Y.

The O. K. Feed Yard at Savannah, Mo., owned by A. W. Hunt, has been purchased by Dr. E. I. Patterson.

The Smith Coal & Feed Company has disposed of its feed business at Blytheville, Ark., to E. E. Sheppard.

The capital stock of the Independent Hay & Grain Company of Evansville, Ind., has been increased to \$50,000.

The feed, flour and grain business of the Miller Bros. conducted at Altoona, Pa., has been taken over by J. J. Gleichert & Co.

The interest of Gus Vollmer in the feed and grain business of the Vollmer Bros. at Chicago Heights, Ill., has been purchased by Herman Vollmer.

The license of the Farmers Hay & Grain Company to operate at Harriman, Tenn., has been removed by the Tennessee Food Administration.

G. C. Fouts has disposed of his feed and grain store at Fairview, Okla., to the Kansas Milling Company. Fred Moore will be in charge of the plant.

The building permit has been granted the Rosenbaum Bros. for the construction of an 8-story concrete feed plant in Chicago, Ill. The building will cost \$100,000.

A new feed store has been opened at Louisville, Ky., by Chas. F. Simmons, formerly a member of the Park City Feed Company. He will handle a general line of feed, hay, grain, etc.

Incorporation papers have been filed for the Cowan Feed Company which will operate at Oklahoma City, Okla. A. Cowan, C. N. Chambers and T. M. Cowan are interested. Capital stock is \$5,000.

The interest of Wm. Bohnsack in the Burlington Feed Company at Burlington, Wis., has been purchased by his partner, W. F. Uebele. He will continue operating the business under the old name.

The Ives Warehouse Company has been incorporated at Caledonia, Wis., by farmers. The company will handle feeds, etc. Capital stock is \$25,000. Jerome J. Schelling, Edw. J. Makovsky, Paul F. Shemming and Jos. Oliva, Jr., are interested.

The Republicans of Indiana at their recent state convention nominated Judge Willis C. McMahan of Crown Point for Judge of the Appellate Court. Judge McMahan has been judge of the Circuit Court for the last 17 years. He is also interested in the feed and grain business, being a member of the firm of McMahan Bros. at Valparaiso.

The Canadian Farmers' Hay Exchange, Ltd., has acquired possession of the property of the Laing Bros., Ltd., Winnipeg. The Laing Bros., Ltd., will discontinue operations owing to the illness of Alex Laing, one of the principal owners of the concern. The retiring firm has for years been handling farmers' consignments of grain, hay and feed and has also engaged in selling fruits, vegetables, etc.

LOUISVILLE HAY MARKET

BY A. W. WILLIAMS.

The hay market is almost depleted due to a steady and good demand which has about cleaned out old hay. Receipts are very light, and to date new hay has not started coming in very well. There is plenty of hay in the country, mostly mixed timothy and clover and straight clover, straight timothy being scarce. Farmers are short of labor and have been so busy that they haven't shipped hardly any hay as yet. There is also a considerable car shortage due to movement of wheat and other products, while labor for loading cars can hardly be obtained.

Dealers are quoting farmers on new hay, and several markets are quoting new hay along with old, prices being on a par, due to the small supplies on hand. Local dealers have been quoting

farmers the following prices plus commission of \$1 per ton. No 1 timothy, baled, \$24 per ton; standard, \$22; No. 2, \$21; mixed timothy and clover, No. 1, \$19@20; No. 2, \$17@19. There is no demand at this time for clover or alfalfa and no offers are being made. Dealers are offering hay in car lots at the following prices: Baled timothy, No. 1, \$26.50; No. 2, \$25.50; No. 3, \$24; mixed, No. 1, \$25.50; No. 2, \$23.50; wheat and oat straw, \$8 a ton; rye straw, \$8.50 per ton.

The cost of preparing hay for the market this year is much greater than ever before, due to the high cost of wire, which now costs about \$5 a ton as compared with \$1.50 formerly, while labor is costing \$3 a day, as against about \$1.50 heretofore. The 25 per cent increase in freight rates is also affecting re-sale prices, and everything points to higher markets this season.

ST. LOUIS HAY MEN VICTORS IN FIGHT

The Interstate Commerce Commissioners rendered a decision favorable to hay dealers of St. Louis in a fight carried by them before it against the Terminal Railroad Association relative to demurrage charges assessed by the latter association for hay received in bad order or defective cars.

The Commission decided that the practice of the terminal carriers of requiring shippers to transfer to other cars at their own expense, shipments of hay thus received at St. Louis, Mo., in defective cars as a condition precedent to rebilling the interstate destinations in unjust, unreasonable and unduly prejudicial. Reparation is to be awarded on the presentation of approved statements of the expenses thus incurred.

The Terminal company claimed that when a car has arrived at its destination under the contract of carriage, when the freight has been paid, the shipper has the option either to unload the car or can, during the free time, sell the lading out of the car or can pay demurrage and treat the car as a warehouse and he has an additional privilege which has been accorded, namely: If he leaves the load in the car and has not removed it during the free time or demurrage period, he may call upon the carrier to send that car forward under a new and unlimited contract, limited alone by the condition that the car is fit for service.

HAY DEMAND IMPROVED IN NEW YORK

BY C. K. TRAFTON.

Temporarily early in the month under review, the New York hay market continued decidedly inactive as buyers showed little interest, making few and generally lower bids. The wide difference in quotations as noted in recent reviews was again a feature. The arrivals were generally small, especially by rail. The shortage of choice grades was especially marked, and hence receivers of such hay were strong in their views. On the other hand, the supply of common and low grades was still slightly too large. It was difficult to find buyers for the poor trash and as the cars had to be unloaded promptly it was necessary to make sales with practically no regard for prices. Although buyers displayed more interest subsequently, they did not advance their bids materially. Hence business remained quiet as receivers were firm because of the continued small receipts and reports of smaller shipments from the interior. Because of the hot dry weather over an enormous area the crop outlook was regarded as less favorable. Many points in the South and Southwest stated that they would have only enough hay for local requirements. Conditions in the East were also bad. In New York it was stated that the crop of timothy and clover would be 1,000,000 tons below the quantity estimated a month previously. The predictions of a smaller crop were confirmed by the August report of the Department of Agriculture, which estimated the yield at 99,300,000 tons, against 102,000,000 estimated in July and 94,930,000 gathered last year. The betterment in the demand was based partly on the idea that because of the heavy call for auto trucks for army use the supply for civilian distribution would be smaller, and hence

more horses would be employed for trucking. Moreover, it was pointed out that hay was cheap, especially as there is practically no millfeed available, while good corn is worth \$1.90 and oats 85 cents. Continued light arrivals are expected because of the scarcity of cars and the urgent necessity for moving other foodstuffs, notably wheat and flour.

EARLY FORWARDING OF HAY ADVISED

W. D. Power & Company, extensive hay dealers at New York City, say in a recent letter:

"Taking into consideration the largely increased demand for hay and straw by the Government during the past year and the prospective needs during the coming year, farmers should exercise the greatest possible care in saving their corn fodder and straw to take the place of hay for farm feeding as we believe the hay left over from the 1917 crop and the hay gathered in 1918 will all be needed for farm and market consumption before the 1919 crop is ready for distribution.

"This market has been in a very unsatisfactory condition during the past two months, caused by an immense quantity of poor, trash hay being sent here that was refused by the Government at the Eastern and Southern cantonments. These shipments are practically all disposed of and the outlook for an improved condition during August and September is by no means discouraging.

"Taking everything into consideration we do not believe that the movement of hay to market during the next 60 or 90 days will be in excess of trade requirements and there will be periods during this time when the supply will be considerably below current demands. Therefore, we advise forwarding shipments whenever possible during August."

ST. LOUIS HAY MARKET

The Mullally Hay & Grain Company, of St. Louis, Mo., say August 12: The movement of hay here is free and our market kept well cleaned up right along and is in a good condition for fresh arrivals and we advise prompt shipments as it is well to take advantage of the prevailing prices while they hold, as prices will rule easier later on when new hay begins to move freely, though we look for a continued good demand for some time at least as the stock of hay on hand here is very small owing to the long period of light receipts and most buyers will be obliged to supply their wants from the fresh arrivals and shippers should make a special effort to move hay while the weather is favorable for handling it. Pure clover and heavy clover mixed is ruling strong with a good demand particularly so for the best grades. Prairie hay is scarce and wanted. Not near enough coming in to supply the trade and our market is bare of all grades and the trade unsupplied and we advise prompt shipments. Alfalfa hay is in light offerings and demand good for all grades.

* * *

NEW BARLEY CROP ESTIMATES

The E. P. Bacon Company, commission merchants, Milwaukee, Wis., gives below a summary made up from about 600 replies received by them from barley producing sections of the states named to a recent letter of inquiry in respect to the out turn of the crop in those states. The results show an increase in production due to larger acreage and indicate most of it will be good quality. Weather during harvest has been unusually favorable for securing crop without damage.

Wisconsin reports indicate increase in production as compared with last year, there being considerably larger acreage and slightly larger yield. Quality is good, the berry generally medium weight or plump and no unsoundness from unfavorable harvest weather, and no reports of light weight. Color generally discolored, although a number report good color, and some bright. Acreage estimates as compared with last year range from 100 per cent increase to 25 per cent decrease, but the largest number report increase. The average is 13½ per cent increase. Yield per acre estimates range from 25 to 55 bushels and average 35½ bushels or about 2½ bushels more than the crop of 1917. Wisconsin 1917 acreage 600,000 acres.

Minnesota reports indicates an increase in production as compared with last year due to both larger acreage and increased yield. Quality is generally medium to plump and none very light. There was some damage by wet weather but no unsoundness of consequence from unfavorable harvest weather. Color mostly discolored but none badly so. Acreage estimate as compared with last year range from 100 per cent increase to 50 per cent decrease, but over half report increase and more than one-fourth are no change. The average is about 7¾ per cent increase. Yield per acre estimates range from 15 to 50 bushels and average about 32 bushels or about 2¼ bushels more than the crop of 1917 and nearly 8 bushels more than the crop of 1916. Minnesota 1917 acreage 1,400,000 acres.

A L F A L F A	ALFALFA	A L F A L F A
	We are the Largest Distributors	
	of ALFALFA in	
	GREATER NEW YORK	
	Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.	
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W. D. Power & Co.,	12-15 N. Y. Hay Exchange NEW YORK	

HENRY H. FREEMAN & CO.	
Hay, Straw and Grain COMMISSION MERCHANTS	
Correspondence and Consignments Solicited. Market Reports on Application.	
66 Board of Trade	CHICAGO, ILL.

FIELD SEEDS

A warehouse is being built at Ault, Colo., for the John H. Allen Seed Company of Sheboygan, Wis.

The Champaign Seed Company of Champaign, Ill., has been purchased by Glenn R. Swank of Williamsfield, Ill.

A warehouse, 315x58, is to be built at Buffalo, N. Y., by the Craver-Dickinson Seed Company at a cost of \$19,000.

A seed department has been added to the business of the Gray & Smith Milling Company of Wooster, Ohio.

J. R. Strader, who formerly owned a farm near Fillmore, Mo., has traded it for a seed store located at Hamburg, Iowa.

The capital stock of the Alfred J. Brown Seed Company at Grand Rapids, Mich., has been increased to \$700,000.

A new seed cleaner has been installed in the seed and implement store of the S. F. Trembley Company of Columbia City, Ind.

The capital stock of the seed concern, Hardin, Hamilton & Lewman, Louisville, Ky., has been increased from \$50,000 to \$100,000.

The Salt Lake City, Utah, office of the Holt Seed Company has been moved into new premises nine blocks away from its former location.

The McDonald-Horst Seed & Floral Company of Birmingham, Ala., has changed its name to that of the McDonald Seed & Floral Company.

A piece of property has been purchased by the Oshkosh Seed Company of Oshkosh, Wis. The company will rebuild it for its own use. The present plant occupied by the firm will be used as an auxiliary establishment when the new building is completed.

The business conducted at Albert Lea, Minn., as Wedge Seeds has been discontinued. Many of the company's expert help have been called to the colors.

E. E. Elder, J. W. Glynn and J. F. Summers have incorporated at Chicago, Ill., as the Chicago Wholesale Seed Company. Capital stock amounts to \$3,000.

John Mulhall who conducts a seed business at Sioux City, Iowa, has made tentative arrangements for either erecting or buying a seed warehouse at that point.

The contract was recently awarded by the Vogeler Seed Company of Salt Lake City, Utah., for the erection of a seed and grain elevator at Tremonton, Utah.

Capitalized at \$3,000, the Pisgah Gin & Seed Company of Rembert, S. C., was granted a charter to operate there. C. M. Shiver and D. J. Hatfield are interested.

The interests of D. C. Ross and Maynard Smyth in the Kirby Seed Company at Gaffney, S. C., have been purchased by A. B. Kirby. He is now sole owner of the plant.

W. D. Fraser is now in training at Camp Kearney, Cal. He was formerly sales manager of the Aggeler & Musser Seed Company, Inc., which has 10 stars in its service flag.

The E. C. Davis Seed Company of St. Peter, Minn., is to be closed for a short time. Mr. Davis is now in the Government service and no one has been secured as yet to conduct the business.

A. H. Vogler, Hugh W. Smith, Annie E. Vogler, Edwin A. Vogler and Wilfred Olsen have incorporated at Filer, Idaho, as the Filer Seed Company. Capital stock amounts to \$200,000.

The Hertzstein Seed Company of Greeley, Colo., and Estancia and Clayton, N. M., was closed down because of failing to make monthly reports and for buying pinto beans on arbitrary basis.

Chas. H. Vick is no longer with the seed company conducted as James Vick's Sons at Rochester, N. Y., but is now in the floral business in partnership with Geo. B. Hart under the name of Hart & Vick, Inc.

After Mr. Tudor entered the service of the Government, the firm of Tudor & Outland, seed and feed dealers at Bellefontaine, Ohio, was dissolved. Hereafter the business will be conducted as E. E. Outland & Co.

Grain and Seeds

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

L. TEWELES SEED CO. MILWAUKEE, WIS.

*Red, White and Alsike Clover
Timothy and Alfalfa Seed*

Seed Corn

Field Peas

WE BUY AND SELL

Seeds

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Track Warehouse: S. W. Cor. Collins and Biddle

SEEDS Grain, Clover and Grass Seeds CHAS. E. PRUNTY

7, 9 and 11 South Main St. SAINT LOUIS

KELLOGG SEED CO.

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:: GRASS, SEEDS ::**

Please Figure with Us, when you wish to Buy or Sell

White Clover Orchard Grass

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Rye Grass

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BALTIMORE, MD.

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

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PURE SEED LAWS

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REGISTERED BRANDS



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WHOLESALE FIELD SEEDS

HARVY NORTHERN GROWN SEEDS
OUR SPECIALTY

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GRASSES, FORAGE SEEDS, SEED GRAINS,
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OFFICES: 3444 RAILROAD AVE. SO.

SEED ELEVATOR & WAREHOUSES: 34TH TO 35TH STS. & R. R. AVE. SO.
DRAIN ELEVATORS & WAREHOUSES: 35TH TO 37TH STS. & R. R. AVE. SO.
MINNEAPOLIS, MINN.

E. J. Gookins is now associated as partner with Walter Birch in the Harris Seed Company of San Diego, Cal. He was formerly sales manager and representative of the Germain Seed Company of Los Angeles.

Lewis & Chamber, of Louisville, Ky., jobbers of seed are succeeded there by the Lewis Implement & Seed Company, Inc., which is capitalized at \$100,000. F. N. Lewis, H. H. Lewis and C. B. Lewis are the organizers.

Incorporation papers have been filed for N. B. Keeney & Son, Inc., seed dealers and growers of Le Roy, N. Y. Capital stock amounts to \$300,000. The incorporators are: C. N. Keeney, C. F. Keeney and R. M. Keeney of Le Roy.

The McMahan Bros. of Wheeler and Valparaiso, Ind., are installing a seed separator and cleaner in their plant at Valparaiso and in addition to the flour and feed business, will become buyers and shippers of all kind of farm and field seeds.

The Pacific Seed House has moved its headquarters to Salt Lake City, Utah, from Caldwell, Idaho. W. H. Berrett is general manager and P. V. Kelly is assistant general manager. This change was made so that the company might increase its business operations.

A. E. Wilson, Dominion Seed Purchasing Commissioner of Regina, Sask., has gone to Ottawa to discuss the question of securing a sufficient supply of seed for next spring, with the Hon. T. A. Crerar, Minister of Agriculture, and Geo. C. Clarke, Federal Seed Commissioner.

Sam. R. Chambers and Kirby L. Chambers, who were formerly interested in the seed jobbing concern, Lewis & Chambers of Louisville, Ky., have withdrawn their membership in same and organized the Chambers Seed Company with headquarters in the Board of Trade Building.

THE TIMOTHY MARKET

The timothy seed situation for this week is summed up by J. F. Zahm & Co., of Toledo, Ohio, as follows:

Trade was of fair volume. A feature was the better demand for the old prime. No new special features have developed. The fall trade is expected to open up in a couple of weeks. When it does the trade expects to see a spirited demand for the old crop, as the new won't be available. Bulls figure the movement of new seed to market will be disappointing.

No doubt considerable of the old prime that was carried over here and elsewhere carries a hedge in one of the futures here. Any sales of spot must be reflected here when hedge is taken off. Big share of the stocks here carries no hedge, and owners won't sell readily until market suits them.

CLOVER SEED ERRATIC

Southworth & Co., of Toledo, Ohio, report on clover seed, August 12, as follows:

Clover is an acrobat. It did the side-step, tail-spin, loop-the-loop, nose-dive and all the other fancy stunts this week. Some performance. A range of \$2.30 all in one week shows what a speedy performance it was. Fluctuated a dollar on both sides of last week's close. At one time was \$3 higher than ever before at this time of year. Within \$2.50 of extreme high point of cash seed on last year's short crop.

Rapid advance was due to lack of offerings, more than volume of demand. Market having no reserves lacks a balance wheel.

Customary high August prices reflect lack of guarantees on the new crop at this stage. Conditions spotty. Michigan reports pessimistic. Indiana

is smiling over prospects. Northern Ohio dealer says more clover fields in bloom there than any time in 10 years. Most Central States say prospects fair to good. Wisconsin has short acreage. Extreme Western crop short. Some parts of Idaho will not have over 30 per cent of last year's crop. Seaboard house reports European seed being offered freely there.

CLOVER AND TIMOTHY SEED

C. A. King & Co., of Toledo, Ohio, has the following to say in *Special Market Report* for week ending August 12:

Clover seed has been crazy with the heat this week. We who have sweltered know that is sufficient alibi. Dollar changes on 18 dollar seed are no greater relatively than 50 cents at nine dollars. Chicago, the greatest future market in the world, fluctuates much more widely than before the war. These are war markets. Crop has some bad spots, but still averages better than usual. How freely will farmers sell? They are independent financially and seed is easy to carry. Stocks old seed very small. Europe may take a little, but probably not much unless they have bad weather. Present prospect there favorable. Present prices discount considerable. Much will depend upon the weather. Realize on bulges. Timothy is still a sleeping beauty. Bulls are hopeful. Bears still stubborn.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

A 20,000-bushel elevator with roller feed mill. Only elevator in town of over 3,000 population, in one of the best grain and stock-raising sections of Wyoming. Has been in operation only one season. Reason for selling, present owner not a grain man. PETER PELLISTER, Sheridan, Wyo.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

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THE latest book for grain elevator operators and millers. Just off the press and ready for delivery. A companion book to the Book of Wrinkles. Contains 169 illustrated devices assembled and classified for ready reference.

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Miscellaneous
Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

WE RENT, SELL OR EXCHANGE

ELECTRIC MOTORS AND DYNAMOS. Belting, pulleys, hangers in stock. SCOTT BROTHERS ELECTRIC COMPANY, 34 Macomb Street, Detroit, Mich.

WANTED

Position as manager in mill or elevator. Have had 20 years' experience in both. No family. Can come at once. Sold my business and cannot be idle. Give full particulars in first letter and location. Will give you reference in return. J., Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

HELP WANTED

WANTED

Capable field seed man for office and road work. One above the draft age. FIELD SEED, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

Second-Hand Bags Our Specialty

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Universal Bag & Burlap Co.
BAGS AND BURLAPS

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WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

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And take contracts either for material alone or job completed. Write us for prices. We can save you money.

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DELIVERED TO YOUR HOME

Tear Out—Fill In—Hand Letter-Carrier—or Mail to Post Office

TO THE LOCAL POSTMASTER:—Kindly have letter-carrier deliver

to me on _____ for which I will pay on delivery:

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(State number wanted) (See prices below)

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Name _____

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W. S. S. COST DURING 1918					
April	\$4.15	July	\$4.18	Oct.	\$4.21
May	4.16	Aug.	4.19	Nov.	4.22
June	4.17	Sept.	4.20	Dec.	4.23
W. S. S. WORTH \$5.00 JANUARY 1, 1923					

OBITUARY

BEATTY.—On July 22, Jos. W. Beatty died at his home in Philadelphia, Pa., after suffering from a long illness. He had been a member of the Commercial Exchange for many years and was its treasurer from 1908 until 1917. His brother and two sisters survive him, his wife having died some seven years ago.

BERTHOLF.—Edw. W. Bertholf of the firm of Miller & Bertholf of Jersey City, N. J., passed away suddenly at his home recently. Mr. Bertholf was well known by hay men throughout the country and had been connected with the trade in New York for about 30 years. He entered the business as salesman with the old firm of Vile & Miller, which later became Miller, Bertholf & Wheeler; this some 20 years later on changed to Miller & Bertholf. He had been president of the New York Hay Exchange Association and director of the New York State Hay Dealers Association.

HOPPS.—On July 13 at the age of 72 years, William Hopps, a prominent Baltimore, Md., grain, hay and export trade dealer, passed away at his home in Hyde, Baltimore County, Md. He had for 35 years been a member of the Chamber of Commerce of that city and was sole owner of the firm, Wm. Hopps & Co. During the year following the organization of the National Hay Association he was president of that body.

TANSMAN.—On July 4, F. W. Tansman of Quincy, Ill., passed away after a long illness. Mr. Tansman was born in Prussia, in 1831 and came to America in 1847. He had lived from 1849, with the exception of 10 years, until his death in Quincy. During the 10 years mentioned he was engaged in the grain business at Golden, Ill.

O'CONNOR.—Patrick J. O'Connor, grain inspector on the Chicago Board of Trade, died at St. Anthony's Hospital from an attack of pneumonia, following an operation. Mr. O'Connor was born in Ireland in the early '40's and came to the United States when a young boy. For the past 30 years he has been identified with the grain interests in the Chicago market.

OTIS.—At the age of 73 years, Waldemar Otis, who at one time was engaged in the grain and elevator business at Cleveland, Ohio, under the name of Otis & Son, died at his home in Brooklyn, N. Y., on July 28.

REEVES.—On July 31, Chas. H. Reeves, a member of the Baltimore Chamber of Commerce, passed away at his home in Roland Park, Baltimore, Md. Mr. Reeves was 75 years old at the time of his decease.

WILSON.—On July 23, Roy S. Wilson of the Wilson Bros., feed and flour dealers operating at Buffalo, N. Y., passed away. He had been traveling for the firm and was well known throughout the state.

MOORE.—After an illness of two weeks' duration, Thomas G. Moore, vice-president and general manager of the Dazey-Moore Grain Company, Fort Worth, Texas, well-known grain man, died at his home on August 4. Mr. Moore at the time of his decease was vice-president of the Grain Dealers National Association. During the year 1912 he served as president of the Texas Grain Dealers Association and during 1916 was president of the Fort Worth Grain & Cotton Exchange. He was one of the organizers of the Fort Worth Exchange and



THE LATE T. G. MOORE

was chairman of the Exchange's Committee on Inspection and Supervision and in that capacity had charge of the inspection of every car of grain coming into Fort Worth which was handled by the members of the Exchange. He was 43 years old and is survived by his widow.

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Send samples all off grade grains
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Try us with consignments of oats and corn.
We are Specialists in these grains and
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RECEIVERS
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Show the value of any number of bushels or pounds of Wheat, Rye, Oats, Corn or Barley at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to the trade. Endorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

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GRAIN MERCHANTS

The only strictly Grain Receiving House in Pittsburgh market. We specialize in Corn. Large Grain Dryer situated on Penna. Company Lines.

OUR **Special Service** **W. F. HECK & CO.**
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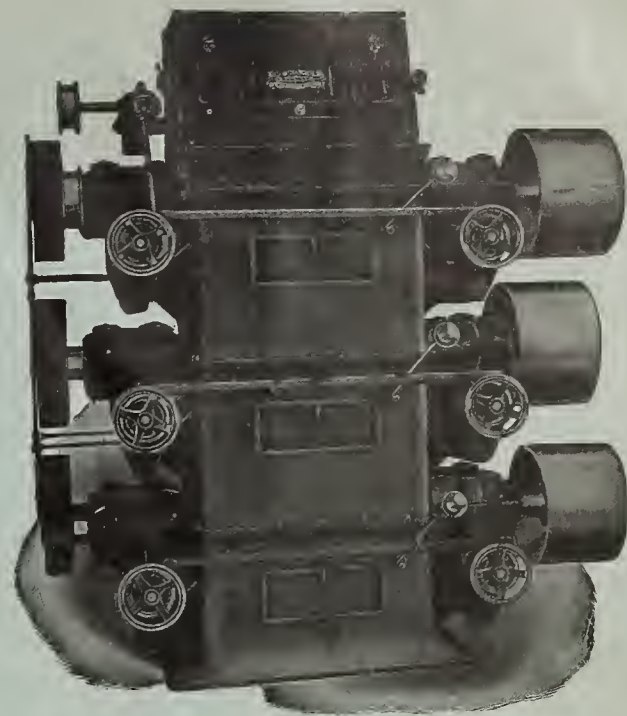
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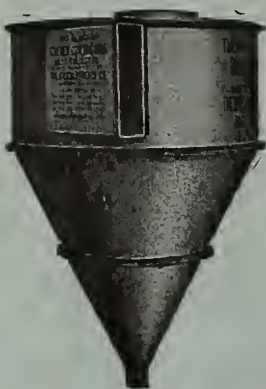
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